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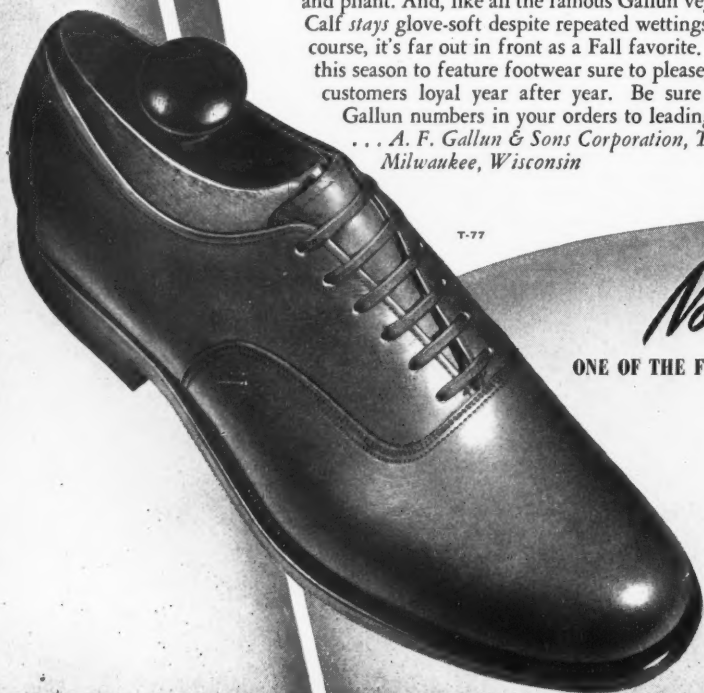
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LETTERS TO L&S

This column invites the opinions of all L&S readers.

Chapter And Verse

I have just completed studying and re-reading your three-part series of articles on what shoe foremen think of management. It is one of the most comprehensive reports of its kind I have ever seen.

Needless to say, my 10 years of work in management consulting and foremen training bear out your conclusions 100 percent . . . it is significant to me that the entire pattern of problems and thinking expressed in your survey follows so closely the pattern of foremen's problems in other industries.

I could cite you chapter and verse right down the line . . . where the same ideas and injustices, the same isolation between management and labor exist.

EDMUND MOTTERHEAD
Motterhead Associates
Chicago, Ill.

Lost And Found

Would you please rush me another copy of your Leather Show number. I left that very fine issue on the train and it never was turned in to the Lost and Found Dept. Would appreciate this, as I keep these splendid numbers on permanent file.

Leonard Freedman
Leonard Freedman & Sons
New York City

Convinced

The article, "Leather Preferred Isn't Enough," which appeared in your August 26th issue, was exceptionally interesting. That the public is eager to learn about leather should be evident to all the industry.

I am convinced that many thousands of people would be keenly interested to learn the story of leather, either dramatized or plain.

Milan B. Mann
Hides and Skins Brokers
Los Angeles



LEATHER and SHOES

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No. 12

IN THIS ISSUE

FEATURES

TODAY'S SHOE SALES PROSPECTS, By John H. Patterson	9
SUPPLY OUTLOOK FOR HIDES AND SKINS, By Edward L. Drew	11
SHOELESS FEET ARE HEALTHIEST, By Dr. Samuel B. Shulman	12
FOREMEN TRAINING IS PROFITABLE, By Gordon Campbell	15
NEW IDEAS IN SHOE CONSTRUCTION	17
NEW DEVELOPMENTS	19

THE NEWS

SODA ASH STRIKES HIT TANNERS
GOLD AFFIDAVIT GOES TO JUSTICE BUREAU
RESTORE MAINE WORKERS PAY CUT
GOVERNMENT TO PLAN HIDE AND LEATHER CONTROLS

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COWS DON'T WEAR SHOES

But people do — a fact some hide men could learn

A FEW years ago someone wrote a best-selling book entitled, "How To Lose Friends And Alienate People." Well, it appears that some people dealing in hides, or speculating in them, must have read the book and decided to live up to the title.

Hide prices since the Korean conflict have acted as though they've suffered from an overdose of marajuana. They have spiraled some 25 to 40 percent, spurting around in unpredictable direction. Just when the market was assuming some semblance of stability, the market got whacked in the crazy bone and it hasn't acted sanely since.

Now, this fantastic price splurge—perhaps the fastest and highest two-months' rise in our modern history—is utterly unwarranted on the basis of the law of supply and demand. Though tanners have been making and selling more leather, that leather is *not* being consumed in end products, primarily footwear, to justify such a sharp increase in hide prices. If finished leather is being stockpiled for "precautionary" measures, it still doesn't make economic sense. When shoe manufacturers face bulging leather inventories they have to stop buying. Because of their backlog of leather they can hold off purchases of further stocks for a longer-than-usual period.

But see what happens—what *has* happened—meanwhile. Hide prices have forced up leather and shoe prices. The tanner, shoe manufacturer, retailer and consumer don't like it. They are both confused and angry. Yet they find themselves

L and S Editorial

forced to take these unjustifiably higher prices in order either to survive or provide themselves with necessities. The tanner, shoe manufacturer and retailer need goods to operate, the consumer needs shoes.

But there comes a day of reckoning for all short-sightedness — especially the kind afflicting those who govern current hide prices. The latter, only a few months ago, bewailed the inroads of synthetic materials, of the very positive trend of non-leather materials into the footwear field where ordinarily about 87 percent of all leather is consumed. They mournfully repeated, "We must do something about this to save our traditional markets." They actually did very little in a concrete sense, but they at least recognized the mounting threat and were worried.

Suddenly Came Korea

Then suddenly along came Korea and the perfect example of short-sightedness became evident. Hide prices went berserk, and continue so. Mind you, if there was a justification for upshooting of hide prices on the basis of greatly increased consumption of leather and leather products, then the hide market could point with solid excuse to the law of supply and demand as the answer.

But they can't point to such an economic law now. Rather, they find others pointing at them. And they find themselves embarrassed because they, neither, can come forth with an answer to justify the run-

away hide prices that we now have.

If anyone finds a more efficient and faster method of killing the goose that lays the golden eggs, those people behind hide prices are sure to take first honors. There are two ways to make customers unhappy: shortage of goods and high prices. They will bear with the former when goods are needed elsewhere for emergency purposes. They will never bear with the latter — with high prices. Either they demand price controls or they turn to other goods that can be substituted. An example is the phenomenal rise in consumption of margarine when postwar butter prices skyrocketed. The butter producers will never regain this lost butter consumption. Another well-known example is synthetic soles—a story of permanent remorse for the sole leather tanners.

There is a price-saturation point for any product, raw or finished. This is the point where the consumer either reduces his purchases or turns to substitute products. Whereas in these days many so-called substitutes have wholesome assets, the consumer frequently finds the "substitute" preferable to the original. And high prices is one way to introduce the consumer to substitutes.

One traditional shortcoming of some segments of our industry is that we live too closely to the cow and too far from the consumer. We are sometimes influenced more by the moo of the bovine than the howl of the consumer. Isn't it about time we recognized that though the cow wears a hide it doesn't wear shoes?



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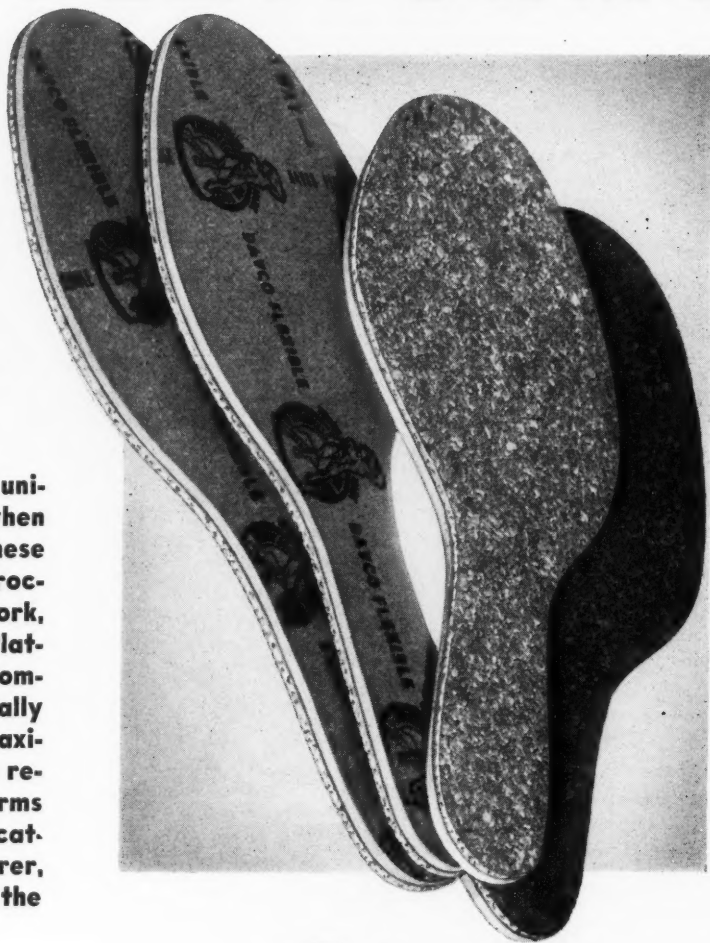
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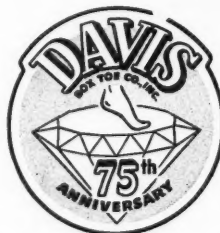
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TODAY'S SHOE SALES PROSPECTS*

Footwear production, sales and consumption will stay about "normal"

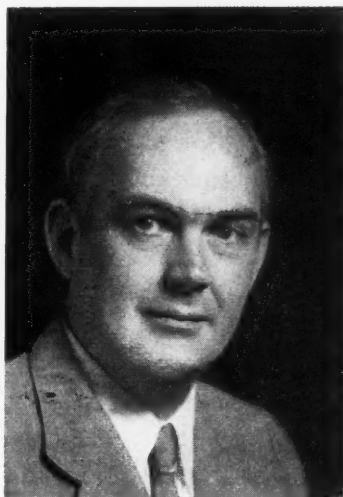
By John R. Patterson, Economist

National Shoe Manufacturers Association

One of the most difficult things about appraising our current situation is that we don't know exactly what has been happening. We have very few figures for anything later than June, and only the most fragmentary information about the industry over-all. We have the Tanners' Council estimate of July production and their preliminary August estimate, but we do not know how many pairs were shipped to distributors. Even more importantly, we do not know the extent to which people all the way down the line from ultimate consumers of shoes to sellers of hides have built up inventories in anticipation of higher prices and shortages later on.

Even when we have information, however, we have great uncertainty. Take the matter of hides, for example. They went up sharply, then went down about half as much as they went up, and then went back up again. Are they going higher, lower, or staying where they are? Do I know? Does anybody know? Not really. All we know is that supplies appear to be in line with probable requirements.

At present prices, you cannot afford to speculate in raw materials. Don't kid yourself into believing that



John H. Patterson

leather today looks better than money in the bank. It isn't really as good as money for paying bills and taxes, or paying off a bank loan. At the same time, manufacturers must remember that to keep their working capital intact, they must maintain their inventories.

When the Korean war started, the shoe industry was in a reasonably balanced condition. Production during the first six months ran about five

million pairs higher than it had during the first six months of last year, but this was nothing to be alarmed about, because production last year had been only 455 million pairs, on the basis of the old series, while 463 million pairs would have been required to maintain per capita consumption at the normal prewar and postwar level.

The downward trend in men's production appears to have ended. While men's production may not rise, there is reason to believe that it will hold at the recent rate. Sandals and play-shoes seemed to have found their proper place and rose only slightly. Slippers showed a somewhat better than average increase, but this could be accounted for possibly by the fact that per capita slipper production, after reaching terrific heights during the war, dropped sharply, and has yet to get back to its prewar per capita level.

Youths' and boys' shoes were down about 5 percent compared with the first half of last year, while misses' and children's shoes were up about the same amount. The explanation for this somewhat paradoxical situation presumably lies in the changing make up of our population by age groups due to the war and postwar increases in the birth rate. Youths'

(Concluded on Page 36)

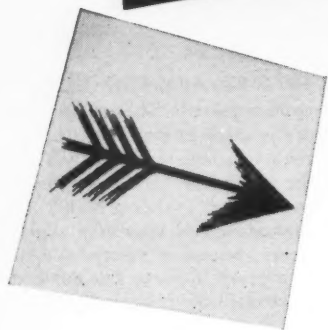
*Condensation of talk delivered before the National Shoe Mfrs. Assn. Membership Meeting, September 6, in New York.

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SUPPLY OUTLOOK FOR HIDES AND SKINS

Domestic supply prospects good but foreign supplies uncertain

By Edward L. Drew, Economist

Tanners' Council of America

I am still convinced that the outlook for domestic supplies is improving despite the relatively poor showing in Federal inspected slaughter so far this year.

The results for the first seven months in the inspected cattle slaughter showed each month but one falling below the comparable month of 1949. May was the exception that aroused false hopes that the turn had finally been reached but June showed a decline, as did July, and it is likely that August cattle slaughter will also be slightly smaller than a year ago.

Calf slaughter has shown an even poorer picture with no break in the declines from 1949 through July and none anticipated for August.

The sheep kill, on the other hand, held up considerably better than had been anticipated with three of the first seven months showing extremely high gains over the same periods of last year.

For the first seven months, therefore, we have had a 1.8 percent drop in cattle slaughter, a 7.4 percent drop in calf slaughter and a 1.4 percent gain in sheep slaughter. This record applies to Federal inspected slaughter only, as there are no comparable data for other domestic supplies—although my guess would be that their



Edward L. Drew

inclusion would not affect these comparisons to any significant extent.

Earlier this year it had been our opinion at the Council that domestic cattle hide supplies for 1950 would approximate 24 million hides including about 3 million kips. It is my current opinion that this was too high an estimate and that 23¼ million would be a better approximation for 1950.

Calfskin supplies for domestic sources had been estimated for 1950 at 10½ million. The estimate today is a million less, or 9½ million skins.

The other major element in the domestic supply picture is sheep

and lambskins. New domestic supplies for 1950 had been estimated at 12 million skins. In view of the more favorable showing in recent months it is now believed that an increase of 13 million would make a better estimate although this does involve some optimism.

In short, our present estimates show downward revisions from those made earlier this year for domestic cattlehides and calfskins and an upward revision for domestic sheep and lambskins.

Outlook Good

When the original estimates were made early this year it was recognized that the increases in the cattle and calf slaughter forecast would not show up in the first part of the year. The mistake in judgment was in assuming that the last half of the year there would be a significant compensation for the declines in the first half.

I am still convinced that the outlook still is for an improved domestic supply of cattlehides and calfskins. Over the next twelve months, I am quite confident, domestic slaughter of cattle and calves will increase and may well approximate the levels originally suggested for the calendar

(Concluded on Page 42)

*Condensation of talk delivered before the National Shoe Mfrs. Assn. Membership Meeting, September 6, in New York.

SHOELESS FEET ARE HEALTHIEST

Examination of over 5,000 barefoot subjects in China and India show only 9 percent with foot defects — as compared with about 80 percent in the U. S. Here's an enlightening study that will give the shoe industry something to think about.

By Dr. Samuel B. Shulman

MOST of the people of India and China go barefoot most of the time. Since these individuals labor long hours on their feet and carry very heavy burdens for long distances, it became interesting to note the orthopedic condition of those feet in order to compare them with the average of those of us who wear shoes almost all our lives.

Thus the following foot survey was conducted. It was begun in Kuming, China, and its vicinity over a period of eight months, and was concluded in and around Calcutta, India, for an additional two-month period.

Crude but accurate instruments were constructed to measure the angles of foot motions. All persons examined said they had never worn shoes of any kind—though in some cases a light, flat and very pliable sandal was worn on occasion. These were made of thin bamboo or felt, attached to the feet with no more than two thin straps around the ankle and between the first and second toes. None of these sandals had any arch-supporting features, their only use being as a partial protection

against cuts and bruises of sharp stones or glass—but they were not used most of the time. No hosiery was worn.

Percent of Foot Defects Among Shoeless People	
Defect	Percent
Weakfoot	2.34%
Flatfoot (congenital)	1.09%
Flatfoot (acquired)	0.19
Athlete's foot	0.75
Warts	0.29
Overlapping toes	0.18
Ingrowing nails	0.04
Depressed metatarsal arch	0.35
All other conditions	3.78
	9.01%

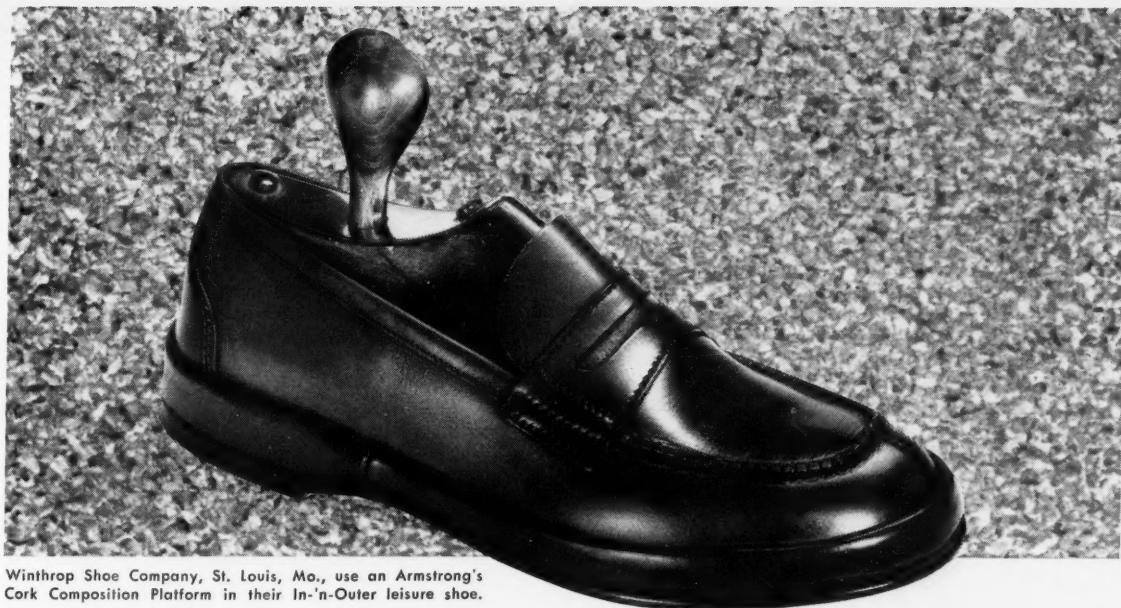
(Note: "All other conditions" include burns, cuts and lacerations, and other factors not usually included in a list of foot defects as statistically compiled in U. S. foot examinations. Thus, the percentage of foot defects among Chinese and Indians is actually lower than the 9.01 percent indicated here.)

When the study was first begun and over 200 examinations had been made, a preliminary recapitulation of the results was made to determine if any definite trend was evident. Since a very low percentage of foot pathology of any kind was revealed, which seemed so far at variance from all foot examination statistics in the United States, the work was considered inaccurate and lacking in thoroughness. Those records, therefore, were destroyed, and the entire study again started—this time with the strictly enforced resolve to be very painstaking, thorough and accurate.

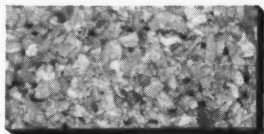
When over 250 new records were compiled, another recapitulation again showed the same surprisingly low percentage of foot pathology, which proved that the first set of records, now destroyed, had been accurate after all. All subsequent records were painstakingly made.

In China, 3,906 persons were foot-examined, their ages ranging from four to 87 years. In India, 1,222 persons were similarly examined, with almost the same range in ages. All feet were examined both at rest and on weightbearing. The results were

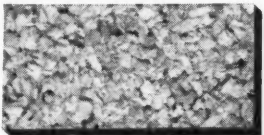
Condensed from the August, 1950, issue of *Chiropody Record*.



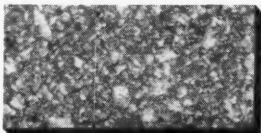
Winthrop Shoe Company, St. Louis, Mo., use an Armstrong's Cork Composition Platform in their In-'n-Outter leisure shoe.



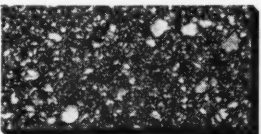
No. 2601—A soft, light cork platform. Also used in rubber footwear and in sport shoes.



No. 1114C—Lightest, softest of all the cork platforms. Used in both high and low-priced shoes.



No. 748—Extra firm, resilient, and flexible. Made of ground cork and a synthetic binder.



RC-386—Popularly priced cork-and-rubber platform. Holds a good edge on any equipment.

Pick the platform that's right for your shoe

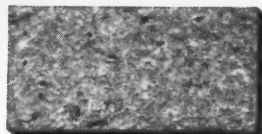
The platform material that's right for your shoe meets two requirements. It has the proper resilience and flexibility for your design. It also works well on your machinery.

An easy way to find the right material is to look at the Armstrong Line. In these nine materials you'll find a cork or cork-and-rubber platform to meet your design requirements.

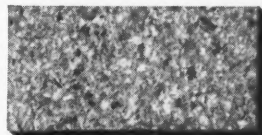
All these Armstrong materials work well in automatic machinery. Sheets are precision cut to the exact thickness you specify. No alternate thickness and thins to upset production. Each sheet is absolutely uniform in gauge and density.

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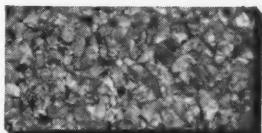
We'll be glad to send you samples and full information. Just call your Armstrong representative or write Armstrong Cork Co., Shoe Products Dept., 8809 Arch Street, Lancaster, Penna. Available for export.



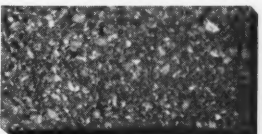
No. 5050—An extra firm cork composition. Often used for wedge heels and similar pieces.



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very surprising when compared with foot conditions as we know them among those who wear shoes in our country.

About 78 percent of those examined were males. But no appreciable difference was noted between the male and female foot records.

Near-Perfect Feet

The measurements of the angles of voluntary motion were limited to inversion, eversion, flexion and extension of the feet. No shortened calf muscles (common particularly among U. S. women who wear high

heels) were found. Remarkable ranges of motion of the toes were performed in most cases, particularly abduction of the great toe.

The average height of the longitudinal arches was quite a bit lower than we usually consider average in the U. S. But the height of the arch, per se, had no significance when compared with orthopedic malfunction. Apparently, the lower the arch the less distance it can fall, the less possible strain on it, and the less possible bony mal-alignment and pain it can cause.

Of especial interest is the fact that

not a single person with weakfoot—and there were 91 of them—complained of pain of any kind. Only 18 pairs of feet had depressed anterior metatarsal arches. Not a single corn of any kind was found—thus showing rather conclusively that ill-fitting footwear is always responsible for causing that painful lesion to form. Also virtually absent were any cases of ingrowing toenails, bunions, or excessive foot sweating. This study shows that bunions or crooked great toe will not develop if footwear is not worn.

Almost everyone examined showed a marked spacing between the first and second toes such as that found on young babies. The great toe was either pointed straight ahead or slightly abducted to provide a wider weightbearing base.

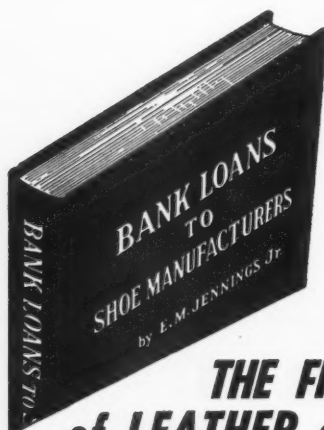
Among the subjects examined were 118 rickshaw coolies. Because these men spent very long hours each day on cobblestone or other hard roads pulling their passengers at a run, it was of particular interest to examine them. If anything, their feet were more perfect than the others.

Shoes Cause Foot Ills

These figures prove that restrictive footwear, particularly ill-fitting footwear, cause most of the ailments of the human foot. We need only to compare these figures with those from people who wear restrictive footwear. This is not intended to advocate that everyone should go barefoot. But it is strongly urged that all children go barefoot from birth until they walk outside of their own homes. Baby shoes cause great harm to growing, formative feet.

We can conclude by stating that people who have never worn shoes acquire very few foot defects, most of which are painless and non-debilitating. The range of their foot motions is remarkably great, allowing for full foot activity. Shoes are not necessary for healthy feet and are the cause of most foot troubles. Footgear is the greatest enemy of the human foot.

And so, even though he may not understand why, the lowly barefoot Indian or the Chinese coolie, sweating day after day under almost unbearable hardships, acting as a beast of burden, has one advantage over his comfortable, healthy American brother: he does not wrinkle his face in pain because his feet are "killing" him.



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Assistant Vice President
First National Bank of Boston

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FOREMEN TRAINING IS PROFITABLE

Tested in tanneries, such programs get excellent foremen response

By Gordon Campbell, Director
Supervision, Inc.

In considering the various possible causes of labor unrest in the leather industry, two elements at once become apparent. First, the current political and economic situation in which labor finds itself; secondly, the satisfactory or unsatisfactory nature of the very personal relationship that exists between foremen and the employees they supervise.

There has never been any dispute between well-informed shoe and leather management men concerning the importance of a well-developed, cooperative, aggressive supervisory group of foremen. It is the most potent force that any tannery or shoe factory has at its command to accomplish quality production with high employee morale. The job of a foreman not only includes the responsibility for the flow of quality work and meeting of commitments, but also the maintenance of good human relations upon which efficient production so largely depends.

Despite his acknowledged key role in the operation of a business, and despite the fact that at least 80 or 85 percent of management's contracts with workers are through its foremen, top management in the shoe

and leather industry—with a few outstanding exceptions—has failed completely to properly evaluate and appraise the foreman's position, or to furnish him with the necessary mental equipment to do the most effective job.

— L and S —

"Foremen training must be considered a normal part of operations. The proper training of employees is as much the factory manager's responsibility as is the proper layout of machinery or proper scheduling of the sequence of manufacturing operations. It is not a fifth wheel."

Lawrence J. Allen
Supervisor of Foremen Training
Brown Shoe Co., St. Louis

— L and S —

Much is expected and asked of the foreman by his employer. He is, of course, expected to be loyal, intelligent and conscientious. He is responsible for the quality of his company's product. He must be something of a safety engineer. He must

be able to clearly interpret company policies and regulations. He must possess the ability to handle grievances promptly and with understanding. Above all he must build morale and maintain good human relations in his department.

It follows that a foreman to be able to function as a true arm of management, must have some supplementary assistance that will enable him to utilize to the full his own native ability and experience, and thus acquire a sense of identity with his management and a greater consciousness of his true status.

He deserves and desires, as every supervisory survey has shown, to be kept completely informed about all aspects of his company's operations. He is entitled to be informed well in advance before new policies are instituted. He wishes to be made answerable to as few men above him as possible. He deserves the right to have a say concerning that which affects his department or his men. Finally, as we have determined in several hundred interviews with foremen, he acknowledges his personal shortcomings. He would welcome the opportunity to improve his vision

(Continued on Page 44)

PAIRED FOR PRODUCTION



INTRINSIC THREAD

STAR DISC INTRINSIC BOBBINS

Shoe manufacturers *know* production is quicker, easier—seams are better, stronger—when they use this time-tested sewing combination: Intrinsic Thread and Star Intrinsic Ready-Wound Bobbins.

STAR READY-WOUND BOBBINS mean fewer stops, shorter stops for bobbin changing—less loss of time caused by thread-spilling and back-lashing.

INTRINSIC THREAD provides smooth, laboratory-tested sewability.

ALL INTRINSIC THREAD—on bobbins, cones or spools—is made from premium grades of cotton under strict quality controls to assure the same dependable performance from every shipment.

SEAM ENGINEERING

Seam Engineering is an individualized service performed in the laboratories of The American Thread Company. It provides manufacturers with recommended thread size, recommended thread quality, recommended thread combinations, recommended stitches per inch.



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NEW IDEAS IN SHOE CONSTRUCTION

Ways to achieve quality and economy in making footwear

TOP BINDING

This is an effort to simplify the application of French-cord type top-binding to women's footwear.

Pointing out that many difficulties can attend the attaching of top-binding to a shoe, requiring pinking or snipping to accommodate the curved line of the counter and the vamp-throat of the shoe, the inventor has combined elastic and non-elastic construction in a French cord, as indicated in Figure 2. Figure 1 illustrates two types of vamp throats, with the top-binding attached, and showing an absence of puckers or gathers that would ordinarily attend such application of cord without special attention paid to the inner curvature to prevent such drawing or pursing.

The binding tape, woven of cotton, rayon, or silk, or in grosgrain pattern, consists of standard non-elastic warp and filling threads combined with a narrow warp of elastic

threads, so constructed as to present an elastic edge portion along one edge, and extending width-wise to and including the opposite edge of the binding.

It is claimed that this binding can be bent around a contour of relatively short radius by the inherent

stretchability of the elastic edge portion, and attached permanently to the entire top edge of the shoe by zig-zag or other stitching to unite both firmly without recourse to trimming or snipping.

Inventor: M. E. Duckhoff, Manchester, N. H.; Pat. No. 2,500,668.

MODERNIZED ENO INSOLE

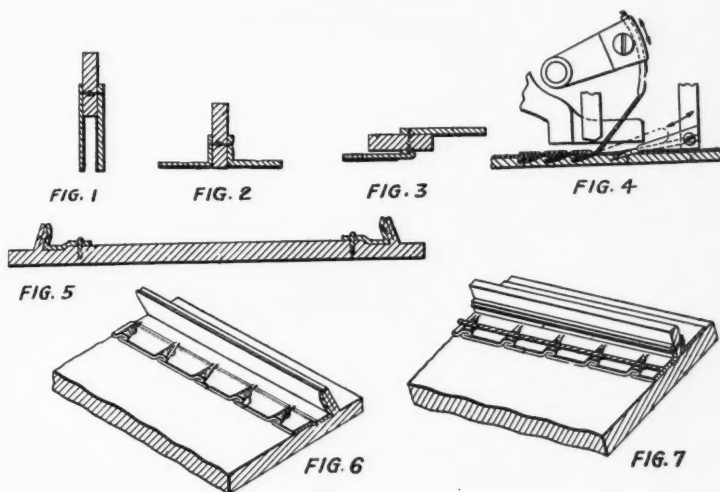


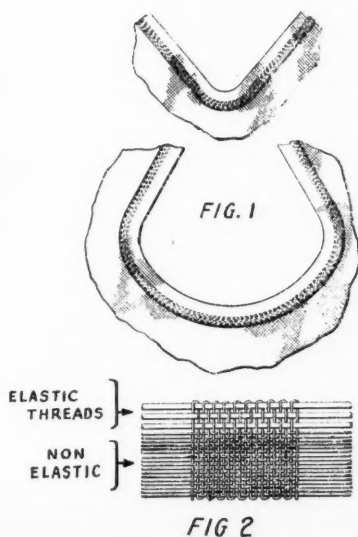
Figure 1 shows an economical combination of two strips of inside coated tape stitched to a filler material of cardboard or plastic. These two strips of tape can be substituted by a single wide tape running over the top of the filler. The outside strip is thinner.

Figure 2 presents the next stage of preparing the tape; and Figure 3 presents a further stage making the assembly ready for machine application to the insole, feeding to the machine off a reel-like winding of the insole rib.

The next stage eliminates the use of either a coating of canvas over the entire inside of the insole, or even the use of a strip now popular on the Economy variety, both to lend reinforcement and strength to the insole.

Figure 4 introduces a most ingenious stitching combination. Here is a kind of chain stitch machine that with the use of a curved needle places a loop of thread into the meat of the insole, alongside the edge of strip cemented to the insole. This opera-

(Concluded on Page 43)



Superior Fill... Superb Lustre...

SUPERFIL

United's New Heel and Edge Stain



USMC announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

Only SUPERFIL Gives All These

- Good mileage — easy application
- Excellent fill
- Uniform color
- Fast drying
- Easy setting
- High lustre
- Flexible — durable
- Machine or hand application
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

UNITED FINISHES

PRODUCTS
OF

B B CHEMICAL CO.

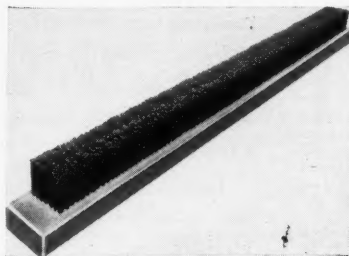
FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES

NEW DEVELOPMENTS

What industrial science is doing to improve the job

TANNERY BRUSH

The various processes for which flat, wooden brushes are employed in the tanning industry involve the use of chemicals—acids, bases, and so on. Chemical action sometimes warps and splits the wooden flat brushes though the bristles remain in good condition. With the cooperation of the Dow Chemical Company, the Jenkins firm conducted research experiments over a period of sixteen months. They finally developed a



unique preservative and method of treatment that protects flat brushes from the chemicals involved, lengthening their life four times. This treatment is called "Lifewood."

The unusual basic properties of "Lifewood" protects the brush over and above the main requirements. It has a toxic effect on fungi and termites and resists stain, thereby eliminating destruction through wood decay or rot. The wood repels water, resists leaching. After treatment, the brush is neither injurious to the handler nor to the product, has no objectionable odor.

Source: M. W. Jenkins' Sons, Inc., 444 Pompton Ave., Cedar Grove, N. J.

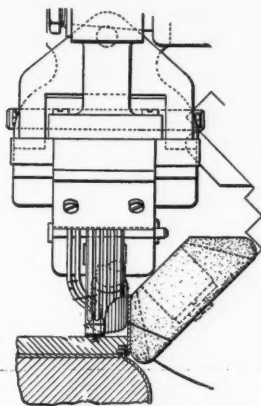
CEMENTING MACHINE

The illustration indicates one of several machines that fulfill a modern

trend in doubling up on operations. This one involves the cementing of the wrapper and platform in one machine cycle.

This illustration shows the machine to be of the extruding variety; the cement is forced out through tubing and nozzles onto the work. In this case, the cement used is doubtless pyroxylin, as the cement indicated has to be kept in softened condition in its application through the device of a controlled tubing terminating over the spot of cement application. In this way, the constant dripping of a solvent through this tubing makes for easy placing of the cement.

This machine has a rubber feed roll that presses against the upraised wrapper near the seam and thence to the feather of the platform. The machine is fitted with a cement roll for



transferring the cement to the wrapper.

A distinctive feature is the dependent and flexible nozzle that opens and closes under and with the release of pressure on the work, a kind of shut-off valve arrangement. These flexible tubes are shown in the cut as

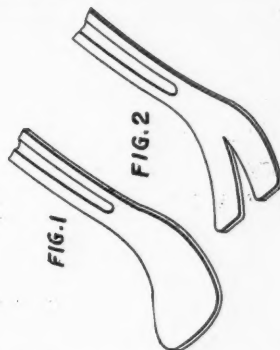
arrayed like organ pipes. The tubes apply the cement exactly, evenly, and quickly.

The main feature is the feed roll that is fluted to hold cement and also to feed along the work from the inside of the vertical wrapper as shown. These flutes are vertical in position and their action in the progress of the work is to keep the wrapper in a tensioned upright position. The lever holding the vertically fluted feed roll is tilted sufficiently to augment this uplift position so that no wrinkles can be formed; also, so that the wrapper is tightly lasted over the feather of the platform.

Source: Pat. No. 2,466,824; United Shoe Machinery Corp., Boston.

REINFORCED SHANK

This invention incorporates a spring steel support for shank pieces made of metal, fibre, or wood. However, this invention has in mind the reinforcing of any type of steel shank, particularly the kind whose under surface is channelled for added strength.



The illustrations show two kinds of devices for reinforcing shoe shank pieces, both being grooved to fit the

(Continued on Page 46)

What it takes to do a JOB...

that gets you called a NASTY NAME—

WHEN, in the normal course of doing its regular job of reporting the news of its industry, Leather and Shoes recently carried a story which said that the Communist-led International Fur and Leather Workers Union was taking a bad licking in a wildcat strike and that a new CIO union was being launched in the tannery field, it got itself some publicity that is good because it is so bad.

The Daily Worker, voice of the Kremlin in America, screamed that L & S is a "bosses' paper" and it nailed us for what we freely admit we are: an *American* business magazine doing what we modestly feel is a good job of

Daily Worker

Registered as second class matter Oct. 22, 1947, at the postoffice at New York, N. Y., under the Act of March 3, 1879.

Vol. XXVII, No. 48

New York, Wednesday, March 8, 1950
(12 Pages) Price 5 cents

CIO Aides, Thugs Try to Break Tanners' Strike

By Bernard Burton

National CIO representatives have joined hands with deputized strikebreaking thugs in an effort to smash a 10-month strike in Gloversville, N. Y. What could not be accomplished by a brutal lockout of 1,000 tannery workers, starvation, boss-inspired splitting attempts, beating, tear gas, framed arrests and even a bombing, has now been undertaken by CIO officials.

Two sources knew of the CIO strikebreaking plot before anybody else—national CIO and the bosses who belong to the Tanners Association. What's more, about two weeks ago all the other bosses in the industry were told about it.

The leather industry magazine, *Leather and Shoes*, in its issue of Feb. 25, informed the employers: "Fulton County tannery strike due to take on new twist. National CIO, expected to declare war openly against Independent Leather Workers Union, formerly International Fur and Leather Workers, CIO affiliate which still receives financial and organizational aid from IFLWU."

The magazine also pointed out that the back-to-work "drive" (was) launched with full knowledge of Philip Murray, CIO president, who has marked IFLWU for expulsion from CIO.

LEATHER and SHOES

Fulton County tannery strike due to take on new twist. National CIO expected to declare war openly against Independent Leather Workers Union, former International Fur and Leather Workers Union, CIO affiliate, which still receives financial and organizational aid from IFLWU.

CIO organizer now in Glove Cities reported to have signed up nearly 500 workers at 15 of 17 member plants of Tanners' Association. Drive launched with full knowledge of Philip Murray, CIO president, who has marked IFLWU for expulsion from CIO. When right wing campaign, to sign up Fulton County leather workers, comes into the open, it will indicate IFLWU expulsion is at hand. Ben Gold-headed union has faced ouster from CIO since Cleveland convention last Nov.

LEATHER EMPLOYERS' MAGAZINE brags that effort to smash the 10-month Gloversville tannery strike is "due to take on new twist." It brags that the new anti-union "drive" (was) launched with full knowledge of Philip Murray, CIO president. . . . CIO representatives joined hands with deputized goons and labor-hating employers to gang up on heroic strikers.

(Note: The Daily Worker's president, Benjamin J. Davis, Jr., and its editor, John Gates, were two of the 11 Communists recently convicted in the New York courts, presided over by Judge Medina, on charges of conspiracy to overthrow the U. S. government.)

Two full columns of this story, giving background details of the Gloversville strike, was further presented in the Daily Worker's inimitable and unbiased manner.

serving an honored American industry.

L & S feels that it can point with thumbs in vest to the fact that it has been called a "bosses' paper" by the only force in America that would consider that a nasty name. We are a "bosses' paper"—more than 12,000 shoe and leather industry executives read L & S.

Leather and Shoes will continue to do the kind of job in its news, editorial, feature, and market coverage that will continue to irk The Daily Worker. It only takes good American journalistic practice to do that and L & S readers know from away back that they can expect that in every issue.

LEATHER and SHOES



President's sudden reversal and stronger stand than expected in recent radio "fireside chat" caught Government and industry experts off balance. Most believed Truman would steer clear of "tightening belt" attitude until Nov. elections at least. New Presidential attitude, although it can be changed overnight, presages even more stringent action.

Signing of Defense Production Act, formation of National Production Authority, setting up of controls administration in Commerce Department, additional credit curbs by Federal Reserve Board—all these plus Truman stand may mean controls closer than expected—possibly immediately after elections. Government is nearer completion of control plans than Administration's opponents would have public think. Order that businessmen preserve records of prices and costs during period May 24-June 24 indicates price controls being readied.

Transfer of Commerce Department's Textile and Leather Division to newly-formed National Production Authority bears out new Government attitude. NPA has authority to "administer necessary priority, allocation, and inventory controls and other provisions" of Defense Production Act. Although emphasis is still on voluntary controls and NPA will first try informal allocations, the handwriting is on the wall. As defense situation grows tighter, voluntary system is bound to run into snags, sooner or later must give way to general controls. Even President admitted this in radio talk.

Immediate outlook for action on hides and skins, leather and shoes calls for yellow light. No orders issued unless necessary. NPA itself more concerned with steel, rubber, etc., at moment, will take no action on hides for some time unless situation gets out of hand. So industry need not worry as yet on that score. Significant point of Textile and Leather Division transfer to NPA is fact that entire hide, leather and shoe industry down to retail shoe level is now under one control.

Argentine situation continues to puzzle trade at large. Even local hide and leather dealers as well as foreign buyers taken by surprise at results of Government action. For days before new Exchange rates were announced, Argentine hide exporters raised prices daily. Raises on

frigorifico and frigorifico type hides amounted to about 50 Argentine cents per kilo with leather prices rising accordingly. By the time new Exchange rates were announced, market had literally "run away."

Suspension of hides for export by IAPI still holds. IAPI is estimated oversold by one million hides as result of heavy sales during July and Aug. With normal frigorifico kill, IAPI would be able to complete deliveries by April 1951—but kill has been cut by half due to stoppage of meat shipments to United Kingdom. Anybody's guess as to when IAPI will reopen hide exports but betting is that prices, when fixed again, will show further sharp increases.

Government does not regard soda-ash and caustic soda production strikes too seriously as yet. This despite difficulty of Army in supplying enough glass containers for acid to tanks in Korea. Threat of tannery shutdowns when and if soda ash supplies are exhausted regarded as purely temporary by Administration officials. Officials say supplies for all should be plenty after strike is ended. Question is: when will strike end? What will be effect on 1950 leather and shoe output if tanneries are forced to halt operations for few weeks?

Today's dollar has purchasing power of only 46c for men's street shoes, 55c for women's, and 50c for children's, according to Sept. issue of Kiplinger's *Changing Times*. Magazine claims men's street shoes which sold for \$5.50 in 1940 now bring \$12. Women's shoes priced at \$6.90 in 1940 now \$12.50. Children's shoes doubled from \$3 to \$6 in 10-year period. Present inflationary trend under long range defense and possibly war economy expected to drop value of dollar even further in next few years.

Recent study on "Economics of the Work Week" by National Industrial Conference Board may have significant bearing on labor efficiency and productivity during coming mobilization for defense. Board unanimously found seven-day work week "uneconomical," said working 60 or more hours per week "reduced the efficiency of labor and were uneconomical for business." Forty-hour week, eight-hour day favored in all instances.

NAME NEW LEATHER AUTHORITY

LEATHER GROUP GOES TO NEW DEPARTMENT

All Shoe-Leather Industry Now Under One Control

In a move to centralize industry defense controls administration, the Textile and Leather Division of the Commerce Department has been transferred to the newly-formed National Production Authority, *Leather And Shoes* learned this week.

The new set-up, effected almost immediately after creation of the NPA as a nationwide industry control agency, places all segments of the hide and skin, leather and shoe industry under "one control." This applies right down to the retail shoe selling level, according to Commerce Department officials.

The National Production Authority, created by Secretary of Commerce Sawyer after President Truman signed the National Production Act, now has the authority to "administer necessary priority, allocation, and inventory controls and other provisions" of the Defense Act delegated by the President to the Commerce Department, and in turn to William Henry Harrison, president of International Telephone & Telegraph Co.

Of the 22 officials encompassed by the Textile and Leather Division, only five are concerned with the leather industry. Of these, key man is Julius Schnitzer, chief of the division, who has long been the Commerce Department's authority on leather. Schnitzer is expected to assume an all-important role when the hide and leather industry committee resumes its functions shortly.

Keynote of the new set-up, as far as the Textile and Leather Division is concerned, is to go slow, issue no orders. Actually the five leather industry officials headed by Schnitzer must await their turn to meet with Administrator Harrison and learn their exact powers and responsibilities. Since hides and leather are rated below steel, rubber and certain others as "critical materials," a few days are expected to pass before any concentrated meeting can be scheduled.

In this same vein, Commerce Department officials said that although the hide and leather industry is now under one office as far as controls are concerned, they could see small cause for immediate concern. Current



Julius G. Schnitzer

... heads defense agency

allocation and priority problems are presently more pressing for steel and other items, they claim.

No new meeting of the hide and leather advisory committee has been scheduled to date. Trade experts feel the recent meeting covered so much ground that both the international and domestic picture is thoroughly understood by the various governmental agencies concerned.

GOLD AFFIDAVIT GOES TO JUSTICE BUREAU

Wait Government Action On Non-Red Stand

Ben Gold's non-Communist affidavit, signed by the president of International Fur and Leather Workers Union to qualify his union for services of the National Labor Relations Board, has been referred to the Justice Department by the NLRB.

Gold recently announced his "resignation" from the Communist Party after 30 years as a ranking member in order to comply with the Taft-Hartley law (L&S, Sept. 2). At that time, he said, "I have resigned from the Communist Party but I do not give up my belief in true democracy."

Spokesmen for Robert N. Denham, NLRB General Council, said the IFLWU president's affidavit had been received and would be referred without recommendation along with his published statements to the Justice Department. The action is routine in the case of affidavits filed by union officers known or suspected as members of the Communist Party.

Gold's "resignation" from the CP is not unique. Many other staunch Party members have taken similar action in order to comply with Taft-Hartley, among them Max Perlow, former national secretary of United Furniture Workers, CIO. To date, the Justice Department has shown no inclination to call their bluffs.

ARTHUR D. ANDERSON, JR., APPOINTED ADVERTISING MANAGER OF UNITED SHOE

Arthur D. Anderson, Jr., has been appointed manager of the advertising and publicity department of United Shoe Machinery Corp., Boston. He assumes the duties of Abbot H. Thompson who is retiring as manager of the advertising department.

A native of Cohasset, Mass., Anderson is a graduate of the University of Wisconsin and was promotion manager of the National Shoe Fair and publicity manager of the National Shoe Retailers Association before joining USMC in 1939. Orig-

inally assigned to the corporation's sales department, he became manager of the publicity department in 1947.

Thompson joined USMC in 1917 after several years of association with shoe manufacturing firms. He served in various capacities in the sales, eyelet, and advertising departments before his appointment as manager of the advertising department in 1939. His retirement brings to a close more than 33 years of service with USMC.

SODA ASH STRIKES HIT TANNING INDUSTRY

Tanners Say Early Shutdown Threatens Tanners

Growing concern over strikes at several chemical companies which produce bichromate and soda ash—vital to the conduct of tanning operations—has led the Tanners' Council to appeal to the Government for aid.

Late last week as strikes by District 50, United Mine Workers, continued at Solvay Process Company, Diamond Alkali Co., and Wyandotte Chemicals, the Council wired the following message to the President and chairmen of the Munitions Board and the National Security Resources Board:

"Leather industry calls your attention to extraordinarily dangerous situation in production of leather for military footwear. Chemical plant strike has deprived tanners of soda ash and bichromate. Widespread shutdowns and curtailments affecting Army, Navy and Air Force procurements are imminent. Soda ash crucial industrial nerve center. In event of tannery shutdowns, a dangerously long period may elapse before resumption of output of essential leathers. Can anything be done through stockpile supplies or other resources to avert such shutdowns."

Some tanners are reported to have curtailed operations already while others foresee a complete industry shutdown within a week to 10 days if chemical supply sources are not reopened. Chemical production cut-backs brought up by the strike and threatening many other industries have been about 66 percent for soda ash and 35 percent for caustic soda.

Tanners pointed out that a complete shutdown of tanneries would require several weeks to resume operations.

Meantime, the Solvay Process Division of Allied Chemical & Dye Corp. has managed to resume partial production at struck plants in Detroit and Baton Rouge. A third plant in Syracuse is still shut down by the 10-week strike. The Diamond Alkali plant at Plainville, O., has been closed for six weeks while the Michigan plant of Wyandotte Chemical Corp. has been closed since Sept. 6.

Solvay has announced new price lists on soda ash, caustic soda, liquid

chlorine and ammonium chloride, effective Oct. 1. Soda ash will then be boosted 10 cents per 100 lbs. while caustic soda is up 15 cents a hundredweight. Ammonium chloride will be up 10 cents per 100 lbs and liquid chloride will rise 40 cents a hundredweight.

National Shoe Fair To Hold Ad Contest

Officials of the National Shoe Fair have announced what is expected to prove the most comprehensive retail shoe newspaper advertising contest ever attempted in the industry. The fair, sponsored jointly by the National Shoe Retailers Association and the National Shoe Manufacturers Association, will be held Oct. 30-Nov. 2 in Chicago.

The contest will be run with the aid of the Bureau of Advertising of the American Newspaper Publishers Association, Inc., which has a membership of approximately 1000 large and small daily newspapers.

Entries will be displayed during the Fair showing in the Palmer House to allow the nation's shoe retailers to look over ads from large and small stores representing all types of distribution of men's, women's, and children's shoes.

Contest winners will be given an Award of Merit for display. All independent retail shoe stores, shoe departments and chain stores (factory-owned outlets excepted) are eligible to enter the contest. Further information may be obtained from the National Shoe Fair, Newspaper Advertising Contest, Room 953W Palmer House, Chicago 90. Entries must be mailed before Oct. 16.

JOYCE JOINS ECA

William H. Joyce, Jr., president of Joyce, Inc., Pasadena, Cal., women's casual shoe manufacturer, has been appointed special assistant to Paul G. Hoffman, Administrator of the Economic Cooperation Administration.

Joyce will take a 20-months leave of absence from his firm to devote his time to the ECA in Washington. His duties with the ECA begin Sept. 18 and extend to June 1952 when the ECA terminates under provisions of the present Act.

His wife, a leading designer for the firm and one of the nation's foremost designers of women's casuals, will join him in Washington in Nov. She will continue in her capacity with Joyce, Inc.

UNITED SHOE TRIAL POSTPONED AGAIN

Hearing Will Be Resumed On November 27

Trial of the Justice Department's anti-trust against United Shoe Machinery Corp. has been postponed until Nov. 27 by Federal Judge Charles E. Wyzanski, Jr. The postponement was granted at the request of the defendant.

Judge Wyzanski said he was granting the postponement on the assumption that counsel for USMC would finish presentation of their defense against Government monopoly charges by March 1, 1951. The Government will then take a week or two to present its rebuttal.

On June 1, 1951, both the Justice Department and United Shoe will file their briefs and offer summations. Judge Wyzanski said he expects to adjourn the hearings on June 15 after which time he will take the case under advisement before reaching a decision. No definite time has been set for the latter.

Takes Over Sales



Jerry Potashnick, newly-appointed sales manager of The Longini Shoe Mfg. Co., Cincinnati, O., manufacturer of Life-Guard Shoes. Potashnick, who first started in the shoe business in 1934 with Johansen & Co., St. Louis, will also direct styling, production and merchandising of the Life-Guard line. He was formerly associated with Johnson-Stephens-Shinkle, was sales manager and stylist of the Life-Stride line of Milius Shoe Co., also of St. Louis, and more recently participated in the styling and sales program of United States Shoe Corp., Cincinnati. Longini expects to double its production in the near future.

LEATHER WORKERS SEEN ON UPGRADE

Employment Shows Constant Rise Since War

Employment in the leather and leather products manufacturing industry showed an increase from June to July—due partly to seasonal factors and also the outbreak of the war in Korea—and is expected to show greater gains in Aug., according to Labor Department reports.

The Department in its latest monthly labor turnover report points out that factory lay-offs for all industry are running at their lowest level in four years, with new hirings maintaining or bettering the previously stepped-up rate of June. Although Aug. figures are not yet completed, they are expected to exceed the June highs.

Total worker accession rate during July in the leather and leather products field rose to 45 per 1000 existing employes from a rate of 42 in June, while the total separation rate remained constant at 29 per 1000 employes for both months.

Lay-offs in the industry dropped off slightly from 70 per 1000 in June to 60 per 1000 in July. Discharge rate for both months was set at 20 workers per each 1000 while the quitting rate was 18 per 1000 workers in June and 19 per 1000 in July. Effects of stepped-up production since the Korean war are expected to be more evident in Aug. and Sept. figures.

ARMY SEEKS LEATHER

The New York Quartermaster Purchasing Agency has issued Invitation QM-30-280-51-314 calling for bids on various selections of leather. Item 1 calls for 700 skins of 2 to 2½ oz. medium weight, natural russet calf-skin leather; Items 2 and 3 specify 1900 sides of 3 to 3½ oz. and 5 to 6 oz. russet case leather; Items 3 and 4 seek 1670 fronts of 2½ to 3 oz. and 4½ to 5 oz. heavyweight cream horsehide leather; and Item 6 lists 100 backs of 10 to 12 oz. natural russet leather skirting.

Bids will be opened in New York at 2:00 p.m., Oct. 11, with delivery to be completed by Nov. 30. Procurement is for the Army.

RESTORE MAINE SHOE WORKERS PAY CUT

A seven percent pay cut ordered last Jan. for some 2000 workers employed in five Lewiston-Auburn, Me., shoe factories was restored late last week by an arbitrator's decision.

John J. Murray, arbitrator in the wage dispute between the Lewiston-Auburn Shoe Workers Protective Association and the five member firms of the Auburn Shoe Manufacturers Association, ordered the restoration effective on Sept. 20. He said it would mean an increase of about five cents per hour for each worker affected.

The arbitrator said it was "necessary and desirable" to decrease labor rates by seven percent last Jan. "to meet the downgrading in the retail selling prices of the shoes produced by these manufacturers" and it was equally necessary and desirable now to increase wage rates.

The workers are employed in Shapiro Bros. Shoe Co., Inc.; Maine Shoes, Inc.; Crest Shoe Co.; Federal Shoe Corp.; and Charles Cushman Shoe Co.

SHOE PRODUCTION AND SHIPMENTS BY STATES; JUNE 1950

(Quantities in thousands of pairs; value of shipments in thousands of dollars)

Geographic division and State	Production June 1950 (preliminary)		Shipments May 1950 (revised)		June 1949	
	Quantity	Value	Quantity	Value	Quantity	Value
UNITED STATES, TOTAL	39,128	36,966	36,139	\$120,675	38,034	\$126,045
New England	11,612	11,098	11,143	36,127	11,992	38,916
Maine	2,261	2,227	2,093	6,453	1,972	6,311
Massachusetts	6,226	5,866	6,128	20,267	6,642	21,677
New Hampshire	2,785	2,733	2,704	8,973	3,072	10,404
Middle Atlantic	12,388	11,506	11,441	28,617	12,249	30,696
New York	6,946	6,470	6,899	18,307	7,595	20,070
Pennsylvania	4,476	4,034	3,848	9,331	3,927	9,573
East North Central	5,720	5,279	4,981	22,942	5,129	23,284
Illinois	2,377	2,292	2,155	9,557	2,313	10,062
Ohio	1,462	1,291	1,372	5,758	1,071	4,429
Wisconsin	1,408	1,275	1,128	6,023	1,276	6,725
Other Divisions	9,408	9,083	8,574	32,989	8,664	33,149
Missouri	4,674	4,576	4,430	18,789	4,355	17,434
Tennessee	1,601	1,554	1,388	5,392	1,495	6,384

Geographic division and State	January-June 1950			January-June 1949			Percent of change in value of shipments: June 1950 compared with—	
	Production	Quantity	Value	Production	Quantity	Value	May 1950	June 1949
UNITED STATES, TOTAL	244,529	238,510	\$818,714	238,875	236,637	\$832,025	+ 4	— 1
New England	79,392	78,339	258,921	78,446	78,353	267,664	— 2	— 9
Maine	15,201	15,246	48,030	14,121	14,327	46,612	+ 3	+ 5
Massachusetts	42,107	41,516	142,060	42,497	42,196	149,371	— 5	— 11
New Hampshire	20,271	20,131	66,002	20,110	20,162	68,739	0	— 14
Middle Atlantic	73,593	69,915	183,694	71,484	69,944	191,157	0	— 7
New York	42,406	40,692	114,778	43,689	43,277	127,244	— 5	— 13
Pennsylvania	26,083	25,072	62,983	23,552	22,943	58,364	+ 7	+ 4
East North Central	34,893	34,382	160,657	34,300	34,002	160,743	+ 9	+ 8
Illinois	14,638	14,575	65,006	14,498	14,695	66,878	+ 9	+ 4
Ohio	9,111	9,144	40,367	8,809	8,827	39,977	+ 2	+ 33
Wisconsin	8,485	8,337	43,965	8,225	8,060	42,567	+ 11	— 1
Other Divisions	56,651	55,874	215,442	54,645	54,338	212,461	+ 8	+ 8
Missouri	28,394	28,323	120,298	28,063	27,968	117,373	+ 5	+ 13
Tennessee	10,103	9,632	37,074	8,967	8,983	37,429	+ 19	+ 1

Popular Price Committees Hold Clinic

Style committees of the Popular Price Shoe Show of America met in New York last week to crystallize shoe fashions for showing at the Spring-Summer fashion show to be held at the Hotel New Yorker on Nov. 27, according to Maxwell Field and Edward Atkins, PPSSA co-chairmen.

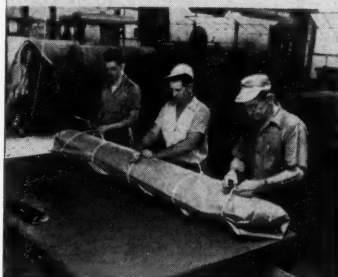
Preliminary plans for the fashion show were first discussed during a fashion clinic meeting conducted at the Waldorf-Astoria by Ruth Hammer Associates, Inc. The meeting was attended by 21 style leaders from all branches of the popular price shoe industry.

Feature of the clinic was a showing of shoe silhouettes for Spring designed by leading shoe designers for leather companies. New fashion opportunities were stressed for women's shoes in textured leathers, patent leather combined with fabrics, from shantung to linen to mesh and lace, and reptiles, particularly colors in snakes and unusual surface effects in lizard.

Sub-committees were formed to formulate actual shoe styles to be used in the Nov. showing. First session scheduled was that of the Women's Dress and Casual Shoe Committees in Boston this week. Edward Field, Derman Shoe Co., Milford, Mass.; and Samuel Intrater, Berland Shoe Stores, St. Louis, head this committee.

The Women's Casual and Sports Welt Committee is headed by Manus Schoenfeld, Jenrose Shoe Co., Lawrence, Mass.; and Sylvan Bane, Miles Shoes, Inc., New York City. The Children's and Men's committees are scheduled to meet in New York next week. T. S. Hirtz, G. R. Kinney Co., Inc., New York City; and M. H. Reese of A. S. Beck Shoe Corp.; New York, respectively head these committees.

A LESSON IN PACKAGING



... how Blanchard Bro. & Lane, Newark, N. J., tanner solved problem of providing better protection of shipments of its upholstery leather and splits is illustrated. Left hand column shows how former packaging of chipboard and paper provided little or no cushioning. Right hand column shows use of a specially-designed corrugated box developed by Union Bag and Paper Corp., New York City. New wrap cuts damages and also can be re-used.

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MILWAUKEE—H. I. Stewart, 918 North 4th St.

AGENTS

DOMINION CALF LEATHERS

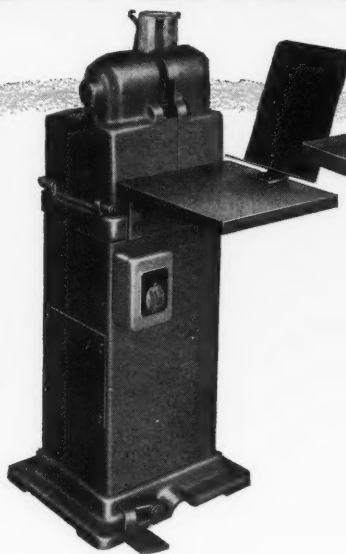
CINCINNATI—J. R. Kueven, 626 Broadway.
NEW YORK AREA—R. A. Brea, 2 Park Avenue
CALIFORNIA—A. J. & J. R. Cook Co.
LOS ANGELES—1220 Maple Ave.
SAN FRANCISCO—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

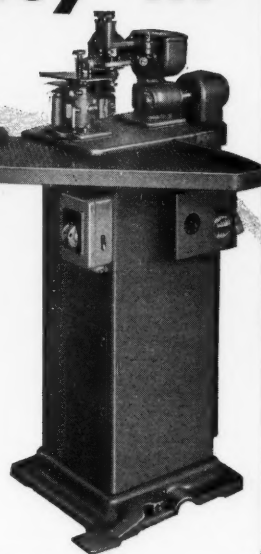
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IF you now perform a pre-finishing operation on soles with the **USMC** AUTOMATIC Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

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J. L. NELSON, COUNCIL SECRETARY, RETIRES; KRONEN NAMED SUCCESSOR

J. Louis Nelson, associated with the Tanners' Council for the past 33 years, and Council secretary since 1927, has announced his resignation and retirement, effective Sept. 15. He will be succeeded by Leif C. Kronen who was elected secretary at a meeting of the Council board of directors on Sept. 7.

Nelson's retirement marks the departure of one of the Council's best-liked and most active members in recent years. He was recently honored at a reception given by friends and

associates in the tanning industry and presented a Swedish clock by Leather Show exhibitors. Nelson had been in charge of the semi-annual Leather Show since its inception in 1928.

Nelson had also been secretary of the Foundation of the Tanners' Research Laboratory since 1927. He plans to retire to Phoenix, Arizona, with his immediate family. Kronen has been a member of the Tanners' Council since June 1947.



Lief C. Kronen (left) and J. Louis Nelson

Wholesale Shoe Sales Rise 17% In June

Sales of the nation's leading shoe wholesalers in July rose 17 percent above sales for the same month in 1949, the Bureau of the Census reports.

Reported dollar values of 29 firms totaled \$27,605,000, an increase of 37 percent over June 1950. For the first seven months of the year, sales rose three percent over the corresponding period a year ago.

End-of-month inventories at cost of 22 reporting firms were valued at \$58,707,000, drop of one percent from July and six percent from June 1950. Stock-sales ratio was listed at

217 percent in July, 255 percent in July 1949 and 313 percent in June 1950.

Sales of 29 leather and shoe findings wholesalers rose 46 percent in July over the same month last year and 19 percent over June 1950. Sales for the first seven months of the year were four percent greater than the same period last year.

• Lauriat Lane has been appointed manager of the Boston office of Surpass Leather Co. He replaces T. W. Smith, who retires after 40 years of service with the company. Lane has been with Surpass for more than 30 years.

BATA BAIL CUT

Bail of Jan Bata, brother of the late head of the famed Bata shoe empire, was reduced last week from \$250,000 to \$50,000 by Supreme Court Justice Samuel Dickstein. Bata has been imprisoned since Aug. 24 on a warrant secured by his sister-in-law, Mrs. Thomas Bata, who is seeking control of her late husband's shoe interests.

Jan Bata was jailed as the result of court actions begun by Mrs. Bata and her son, Thomas, Jr., to determine ownership of the controlling interest in the 53 companies organized by Thomas Bata in 27 different countries. Jan Bata claimed he had the right to buy his brother's business interests.

Justice Dickstein said he was reducing bail because millions in assets were involved and the court was unwilling to stand by "as one is threatened with permanent imprisonment for the lack of demonstrated ability to produce bail in the exorbitant amount fixed."

Stephenson Will Address Shoe Travelers

W. W. Stephenson, executive vice-president of the National Shoe Manufacturers Association, will be among the featured speakers at the 40th Annual Convention of the National Shoe Travelers' Association to be held Oct. 26-27 at the Morrison Hotel, Chicago.

Other speakers at the general session on Oct. 27 are I. J. Harris, president emeritus of the National Association of Women's and Children's Apparel Salesmen; Marshall J. Mantel, executive director, Bureau of Salesmen's National Associations; and Earl Susman, general counsel to the latter group. Samuel S. Weiss of Detroit will preside.

Norman H. Souther, secretary-treasurer of the Shoe Travelers' Association, said the first of the two-day sessions will be devoted to a meeting of the board of governors. Both sessions will be held in the Hollywood Room of the Morrison.

NEW HAVERHILL FIRM

New York's loss is Haverhill's gain. The Massachusetts shoe center has been chosen as the site of a new shoe factory by Abraham Turianski, New York high grade women's shoe manufacturer, and his son George G. The new plant, to be known as Haymaker Shoe Corp., will eventually employ up to 250 shoe workers, it is hoped.

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PACKER HIDES UP. AGAIN THIS WEEK

Trading Active Despite New Advances

Prices on the big packer hide market jumped again this week with advances averaging $\frac{1}{2}$ to 1c over last week's levels. Despite the continued inflationary trend, packers reported active trading in many selections.

On Wednesday, a sudden pickup in trading found hides moving at $\frac{1}{2}$ c over previous levels. Thursday morning, another 57,000 hides moved with sales confirmed up to 1c above former sales prices. Trading involved 20,000 light native cows at $34\frac{1}{2}$ c, a cent over last week; 3,000 heavy River cows at $33\frac{1}{2}$ c; 20,000 branded steers at 30c for butts and 29c for Colorados.

Trading in calf was not too active but some sales were made at 80c for big packer lights and 75c for heavies, confirming 5c rises over last trading levels. Sellers were expected to make large Aug. offerings in a few days.

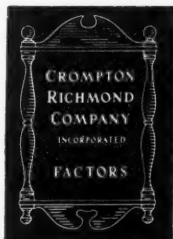
Leather markets were quick to feel the effects of the rawstock rises with increases reported all along the line. Sole and sole leather offal were 1-2c higher and side leathers, though not too plentiful, were moving at 1c over last week. Calf was steady to stronger.

NEW ENGLAND QUARTERMASTER CORP



Members of the Footwear and Leather Committee, New England Chapter of the Quartermaster Association as they met on Aug. 30 in Boston to discuss military procurement plans for the section. Front row, left to right: Thomas Morrissey, Fitzgibbons & Sons, Whitman, Mass.; Samuel McLerie, general agent, Singer Sewing Machine Co., Boston; Col. Walter A. Pashley, USA, retired, national secretary of the Quartermaster Association; Col. James L. Conrad, QM-Res., president, New England Chapter, Quartermaster Association; Maxwell Field, chairman, Leather and Footwear Group Committee; and W. E. Coombes, vice chairman. Standing, left to right: W. J. McHenry, Linen Thread Co., Boston; W. A. Cunningham, Northwestern Leather Co., Boston; Al Hyde, A. R. Hyde & Sons Co., Cambridge, Mass.; E. G. Tremaine, Jr., United Last Co., Boston; William E. Doyle, Jr., Doyle Shoe Co., Inc., Brockton; Fred Belyea, Geo. E. Keith Co., Middleboro, Mass.; and Capt. Raymond Ryan, Panther-Panco Co., Chelsea.

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TANNER

LEATHER MARKETS SHOW NEW STRENGTH AS HIDE PRICES CONTINUE UPSWING

Tanners Report Good Sales To Manufacturers At High Prices

Sole leathers a bit slower, sheep and sides active. Most leathers firm to stronger. Cycle continues.

New York Markets

Upper Leather: Most shoe factories and tanneries sold up through Oct. and in some cases, even into Nov. Tanners reluctant to go any further ahead in view of the raw stock situation. Some demand for quick shipment leather due to some of the tanners being behind in their shipments. Prices firm. Large spread "M" weight large spread leather generally held at 58c and down with some quoting "HM" at 59c and "H" weight at 60c and down. Extremes generally held at 66c per foot and down for "M" weight. Lists said well maintained and business has continued good since the Leather Show.

Calfskins: Market well sold ahead and tanners generally are as far ahead as they care to go. Prices on women's weight suede generally start at \$1.25 and down for both colored and black although some tanners have lists at \$1.30 and down for black and \$1.35 and down for color. However, those who quote a list at \$1.30-35 and down do not have that grade in stock but have the next lower grade starting at \$1.25 and down. For all intents and purposes \$1.25 and down on women's weight suede is just about the market.

Smooth leather, women's weights, generally \$1.10 and down to 90c for the average good tannages, but, here too, some quote \$1.15 for their top grade which, in many cases, they don't have in stock.

Sheepskins: Lining leather in demand here but high prices are causing some price resistance. Vegetable tanned lining starts at 28c and down with some quoting 27c and down while chrome tanned generally starts at 32c and down. Lists very firm as most tanners report leather could not be replaced at these lists under today's raw stock market.

Sole Leather: Market fairly active but not to the extent of the July and early Aug. rush. Prices high with bends quoted 65c to 80c as to weight, single shoulders, heads on, 55c to 64c. Bellies are selling 48c to 50c as to weight. Double rough shoulders, tannery run, quoted from 76c to 80c as to tannage, etc. Heads have been selling at 31c.

Sole Leather Fair

Business in the Boston sole leather market continued at its recent moderate pace—slower than the Aug. rate but enough. Continued rises in packer hides served to strengthen market again. Some tanners ask a cent or two over last week. Price lists still nominal. Top grade light bends now

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.23	90-1.10	95-1.15
CALF (Women's)	1.00-1.25	1.00-1.17	85-1.05	90-1.10
CALF SUEDE	1.20-1.35	1.20-1.25	1.00-1.15	1.05-1.30
KID (Black Glazed)	80-1.17	80-1.17	70-1.00	70-1.00
KID SUEDE	80-93	80-93	60-88	70-90
PATENT (Extreme)	49-71	48-56	48-56	56-66
SHEEP (Russet Linings)	19-28	19-28	18-23	19-23
KIPS (Corrected)	64-71	60-67	56-60	57-61
EXTREMES (Corrected)	54-62	51-59	44-52	48-53
WORK ELK (Corrected)	55-60	46-56	42-46	52-56
SOLE (Light Bends)	78-83	68-73	63-65	68-72
BELLIES	47-51	44-49	36-38	44-48
SHOULDERS (Dble. Rgh.)	72-80	70-77	58-65	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-26	20-25	20-23	22-24
SPLITS (Gussets)	17-22	17-22	17-19	19-20
WELTING (1/2 x 1/4)	10 1/2-11	9 1/2-10	8	9 1/2-10
LIGHT NATIVE COWS	33 1/2-34 1/2	30-31N.	23-25	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

around 83c and down, medium at 72c and down, heavy 63c and down. Better sales made below this.

Light Bends: 78-83c

Medium Bends: 68-72c

Heavy Bends: 58-63c

Sole leather tanners in Philadelphia report a sudden change in the market. For a few weeks now there was a "leveling off" period when prices more or less became set in some items. However, last week found hide prices up $1\frac{1}{2}$ c and tanners found themselves in the situation that existed when the wild price raises first occurred. Some tanners immediately withdrew everything. No price quotations were available. Of course there is still a great demand for every type of sole leather.

Sole Offal Advances

End of Brockton cut sole strike sees renewed activity in Boston sole offal market. Stronger hide prices cause tanners to raise leather prices again but sales are better than in recent weeks. Tanners forced to go along with raises, fear they will cause buyers to turn to synthetics again. Hope is latter will go up also. Cow bellies now bring up to 51c, steers at 49c. Single shoulders with heads on bring up to 63c for lights, quoted up to 65c. Heavies at 53c and down. Double roughs up another cent or two. Heads now bring up to 31c, fore shanks to 40c, hind shanks to 43c.

Bellies: Steers: 47-49c; Cows 49-51c

Single shoulders, heads on:

Light, 58-63c, Heavy, 49-53c

Double rough shoulders: 72-80c

Heads: 28-31c

Fore Shanks: 37-40c

Hind Shanks: 39-43c

Calf Stronger

Sales of calf leather show some pickup this week in Boston. Large volume of trading in rawskin market at advanced prices has usual effect on finished leathers — a strengthening along the line. All types of calf — smooth and suede — do well. Women's weights at \$1.20-\$1.25 and down. Top price quoted for specially selected skins and often tanners do not have leather. Men's weights at \$1.30 and down. Here again, volume is below this. Black suede does well at \$1.35 and down.

Men's weights: B \$1.10-1.25; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.20; C 97c-1.07; D 90c-1.02; X 80c-96c; XX 65c-78c

Suede: \$1.25-1.35N; 1.20-1.25N; 1.10-1.15N

Kid Moves Well

Kid leather tanners of Philadelphia report a good deal of activity although not as much as it has been. Suede continues to sell in considerable quantity in black, mostly in the lower price range. Very little talk of color; a few sales made in brown and blue in both suede and glazed. Some tanners feel that there may be more interest shown in colors in the near future but at this time black glazed is equalling black suede in sales. Glazed selling mainly in the lower half of the price list with prices unchanged.

Linings fair, particularly in the lower grades. A few sales made in the very expensive type of linings but these are for especially high priced shoes and are not sold in the volume that the cheaper grades are sold. Linings still run from 26c to 50c.

Current Average Prices

Suede: 35c-93c

Linings: 26c-50c

Crushed: 30c-65c

Glazed: 32c-1.17

Slipper: 30c-65c

Satin Mats: 50c-1.15

Side Leathers Strong

Boston side leather tanners report sales moderate to slow this week; prices somewhat stronger. Slower sales not due to lack of buyers. Latter are willing to place good orders at higher prices. Tanners, however, have little leather to offer; reluctant to sell until market stabilizes. As a consequence, new prices not too meaningful despite climbing packer hides prices. On the average, list prices are up 1-2c above last week's quotes.

Heavy Aniline Extremes: B 64-67; C 63-64; D 56-59c

Corrected Kips: B 63-71; C 61-69; D 59-67; X 53-60c

Corrected Extremes: 54-62; 52-58; 50-56; 47-53c

Corrected Large: 51-56; 49-53; 47-51; 44-48c

Work Elk: 55-60; 51-56; 47-52c

Splits Slow

Hide market rise does little to help splits sales, according to Boston tanners. Buyers not too active before rises; now even less anxious to place orders. As a result, tanners who raised list prices after hide strengthening are willing to bargain for sales. Suedes do fair business at recent levels. Linings moderate at little change in price.

Light suede: 36-41; 34-39; 32-36c
Heavy suede: 43-47; 41-43; 38-40c
Retan sole: 40, 38, 35, 33, 30c
Finished linings: 19-21; 20-23; 22-26c

Gussets: 17-22c

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Blue splits; Heavy, 15-16c lb.; Light, 13-14c lb.

Sheep Moving

Boston sheep leather tanners report sales continuing on even level — as good as in recent weeks at firm prices. Tanners still under constant price pressure but manage to hold most lists at previous levels. Specialty manufacturers and cowboy boot men keep tanners busy here. Orders not too far ahead, keep tanners busy. Naturals bring up to 28c for top selections; best business in shoe linings at 20c; around 25c in boot linings. Chrome linings up to 32c; colored at 28c.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c.

Colored vegetable linings: 28, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 32, 30, 28, 26, 24c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

Belting Uneasy

Philadelphia belting leather tanners affected by the price-rise in hides in a way similar to the sole leather tanners. For a couple of weeks, although prices were erratic, it was possible to get figures quoted on some types of belting leather and it was generally believed that the market would maintain a certain level for a while. Today, no prices were quoted and some tanners temporarily withdrew all stock from the market. As far as actual sales are concerned business is "wonderful" and "we can sell anything." The disturbing question is what will happen to prices.

turbing question is what will happen to prices.

Curriers report they have not yet felt effects of recent price jumping hides. Sales excellent in every type of curried leather at prices that are about the same as those quoted last week.

AVERAGE CURRIED BELTING PRICES: SUBJECT TO CHANGE

Curried Belting	Best Selec.	2nd	3rd
Butt bends	1.36-1.50	1.32-1.43	1.25-1.30
Centers 12"	1.65-1.95	1.56-1.78	1.30-1.34
Centers 24"-28"	1.60-1.82	1.32-1.75	1.30-1.39
Centers 30"	1.57-1.76	1.49-1.70	1.30-1.39
Wide sides	1.28-1.42	1.24-1.37	1.16-1.29
Narrow sides	1.21-1.28	1.17-1.20	1.08-1.13

Premiums to be added: ex. light 12c; light 5c; ex. heavy 10c.

Glove Leathers Up

Advancing pickled skin markets have had a stiffening effect on domestic leather prices. All producers have advanced their prices from three to five cents per foot. Glove manufacturers fairly well covered on old orders. Buyers, however, refuse to pay any more for their gloves and new business is being turned down as unprofitable.

One tanner is quoting 37c, 34c, 31c and 28c for plains and 28c, 25c and 22c for pigtex grades. Iraqs and Iranians have advanced about two cents on all grades. Market well cleaned up on pigtex skins of all descriptions.

English doeskins edging up and prices firm; no concessions made on quantity orders. Advances range from one to three cents per foot on all grades. Cape and Cabretta low grades selling well. Top grades slow.

Welting Up

Welting higher in face of small new demand. Up to 11c asked, 10½c ob-

tained, for regular Goodyear stock of ½ by ⅛ inches. Specialties get moderate new business but backlog is very large, must be wiped out before much new can be expected. Synthetic welting prices advanced slightly, about 6%, this month.

Bag, Case and Strap Leathers

Midwestern tanners of bag, case and strap leathers report a slight tapering off in demand. Previously, demand had been holding generally heavy, while prices obtained were at top levels. Slack in demand generally referred to as seasonal. Pricewise, tanners are reported unchanged price lists. Buying interest is for all selections.

2½-ounce case, 53, 50, 47c

3-ounce case, 56, 53, 50c

4-ounce strap, 66, 63, 60c

5-ounce strap, 70, 67, 64c

6-ounce strap, 73, 70, 67c

Work Glove Leathers Slower

Demand for split leather for work glove manufacturers has decreased somewhat. This is normal seasonal trend, according to Midwest tanners. Prices on light-medium glove split leather holding firm at 21, 20 and 19c for No. 1, 2 and 3 grades. This range is quite representative of what most tanners are currently quoting.

Shoulder splits selling around 60c, 50c and 40c for No. 1, 2 and 3 grades.

Horse shanks, 40-45 avg. ft. per doz. 24c per ft.

Horse shanks, 50-55 avg. ft. per doz. 25c per ft.

Cow bellies, 40-45 avg. ft. per doz. 24c per ft.

Cow bellies, 50-55 avg. ft. per doz. 26c per ft.

Shoulder splits (per pound):—

No. 1's, 60c

No. 2's, 50c

No. 3's, 40c

Glove splits (LM), 21, 20, 19c

Garment Leathers Rise

Higher prices definitely confirmed in suede leathers for the garment industry. While the new prices actually show a 5c advance, the increase represents strengthening over a period of several weeks.

Suede garment leather now quoted at 32, 30 and 28c. Grain garment leather held firm at 31, 29 and 26c.

Suede garment leather, 32, 30, 28c
Grain garment leather, 31, 29, 26c
Horsehide leather (average), 36-38c
Better horse grades up to 40-42c

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No Changes This Week
In Tanning Materials

INFLATIONARY SPIRAL PUSHES HIDE PRICES TO NEW HIGHS AGAIN

Big Packer Hides Soar Another 1/2-1c In Active Market

Hide strength affects rest of market. Calf firm to strong, other selections stronger. Trading active.

Late Bulletin: Big Packers sold additional 57,000 hides including 20,000 light cows at the one cent advance made earlier. Sales involved 3,000 River heavy cows 33 1/2c, 20,000 branded steers, 30c for butts and heavy Texas, 29c for Colorados, 15,000 branded cows 31c for heavy average, 31 1/2c for light average. Market firmly established one-cent higher.

Packer Hides Rise

Tanners and some speculative buyers bidding half-cent higher on all big packer hide selections. No trading has yet developed. Market obviously quite strong. The higher bids included all production points in the light cow selections, while Northern branded cows bid at 30 1/2c and Southwesterns at 31c, all Chicago basis.

On a basis of buying ideas, light native cows quoted in range of 33 1/2 to 34c, Chicago basis, depending upon points. It is presumed that Northern production light cows would now figure at 33c, Omaha-Sioux City take off

at 33 1/2c, Kansas City-St. Louis at 34c. It could not be determined whether light average light cows were bringing the half-cent higher bid, but on this presumption, Oklahoma City light cows could be newly figured at 39 1/2c in comparison to last business at 39c.

Trade sources in Midwest reluctant to offer any ideas or opinions as to prices in pending business. This could be definitely answered if big packers would announce their list of offerings. But since offerings are still forthcoming, all ideas of prices to be established are purely speculative.

Small Packer Hides Up

Small packer hides quoted about cent higher compared with week ago. Advance a reflection on higher bid and ask prices, rather than actual trading; although some slight business noted.

On basis of further advances registered in big packer hide market last week, small packer hides currently figured at 30 to 30 1/2c selected for good quality Midwestern hides averaging around 48/50 lbs., carload basis, FOB shipping points. One car of 45/46 lb. average Midwestern small packer hides sold at 31c selected, FOB shipping points; another car of Southwestern small packer hides averaging

42 lbs. sold at 31 1/2c flat, FOB shipping points.

Business generally held back due to lack of offerings. It is consensus of trade sources that trading in small packer hides will break out just as soon as trading values are reestablished in the big packer hide market.

Already noted that some fancy prices are asked in small packer hide market, but tanner interest is at least a cent under current selling ideas.

Demand has been chiefly for medium and lightweight lots. Heavier weights continue as drag on the market. Some exceptions, however, regarding demand for heavyweight small packer hides with tanners who can use heavyweight lots for military leather procurement, when in some instances heavyweight lots meet tanner requirements.

Calfskins Strong

Large volume big packer calfskin trading took place late last week at established levels of 80c for both Northern and Riverpoint big packer lightweight calfskins and 75c for Northern and Riverpoint heavies. This business closely followed small lot business at same prices.

In current week, no business has taken place due to lack of supplies,

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	32 1/2-33 1/2N	31 -32N	31 -32N	25
Ex. light native steers	36N	35N	33N	29 1/2
Light native cows	33 1/2-34 1/2	32 1/2-33 1/2	30 -31N	24 1/2-27
Heavy native cows	32 1/2N	31N	30 -31N	23 3/4-24 1/2
Native bulls	23N	23	20 1/2-21	17 1/2
Heavy Texas steers	29N	29 1/2N	25 1/2	21
Light Texas steers	30 1/2N	30N	28 1/2N	23
Ex. light Texas steers	32 1/2N	32N	32N	27
Butt branded steers	29N	29 1/2N	25 1/2	21
Colorado steers	28N	28 1/2	24	20 1/2
Branded cows	30 -30 1/2N	30 -30 1/2	26 1/2	22 1/2-23
Branded bulls	22N	22	19 1/2-20	16 1/2
Packer calfskins	75 -80	75 -80	70 -75	52 1/2-65
Chicago city calfskins	55	50	50	35
Packer kipskins	62 1/2 B-65A	62 1/2	60	45 -47 1/4

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Sept. 14	Close Sept. 7	High For Week	Low For Week	Net Change
September	29.10B	28.59B	29.40	28.60	+ 51
December	28.00B	28.56B	29.25	27.70	- 56
March	27.85B	27.50T	28.10	27.55	+ 35
June	27.70N	27.15B	27.85	27.50	+ 55

Total Sales: 174 lots



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although the market continues to be described as very strong as tanner interest continues heavy. Outside calfskins markets likewise holding very firm, although trading light and scattered. Prevailing market levels ranging around 65c for good quality small packer untrimmed allweights. Nominal price of 55c quoted on city untrimmed allweights, while range of 38 to 40c nominal quoted on country untrimmed allweights.

In New York calfskin market, packer calfskins on a New York trimmed basis, 3-4's quoted \$4.25, 4-5's \$4.75, 5-7's \$5.75, 7-9's \$7.00 and 9-12's \$9.35, a 10c advance on 9-12's, but steady on others. Collector calfskins unchanged, quoted 3-4's at \$3.85, 4-5's \$4.60, 5-7's \$5.25, 7-9's \$6.25, and 9-12's at \$8.25, all steady.

Kipskins Firm

The offering of Northern and Rivierpoint native kipskins by one of the "Big Four" is still unsold. Earlier in week, bids on this offering were up to 62½c for native kip and 57½c on native overweights, with understanding that seller is asking 65c and 60c, respectively. Supply situation still critical, with good buying interest noted, making for a firm to stronger market.

Reptiles Advance

While some large buyers claim unless they can obtain attractive offerings, they will stay out of market, strength in primary markets and good demand may force buyers to meet the prices asked.

Last confirmed sales of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, at \$1.05 but up to \$1.15 and higher now asked, similar cobras held at 85-95c. Reports that higher prices paid for combined whips and cobras averaging 4¾ inches with shippers asking up to \$1.25 for whips alone of that average.

Country Hides Tight

Country hide prices also influenced by sharp advances in big packer hides last week, with prices quoted around 26½ to 27c flat for Midwestern country hides averaging 48/50 lbs., in carload lots, FOB shipping points. Scattered sales noted at this range, as offerings of good quality country hides continue very tight. Here again, buyers, sellers await developments in big packer hide market before making new commitments on broader scale.

Sheep Pelts Very Strong

A new season high noted on "Big Four" packer No. 1 shearlings and Fall clips. Confirmed business reported at \$4.00 for No. 1 choice quality shearlings and \$4.50 on Fall clips. Sellers asking up to \$4.65 on clips, with no offerings currently forthcoming on shearlings, which have been in very critical supply.

Exceptionally heavy demand for both shearlings and Fall clips is resulting in even higher bids, but sellers having nothing to offer. Production on both these selections very slow.

Pickled skins holding strong at \$17 to \$18 per dozen, with supplies likewise considerably off from the good demand.

Horsehides Stronger

Midwestern horsehide market up about 50c on whole hides, with fronts and butts figured about 25c stronger. Most of the advances reflect higher offering prices, with demand moving up slightly. Actual trading very light and scattered.

Good quality Northern trimmed horsehides, weighing around 70 lbs., newly quoted at \$12.50 to \$12.75, and even up to \$13. Lighter weight trimmed hides, averaging about 60 lbs., ranging from \$12 to \$12.50.

In the front market, trading continuing slow, although price has edged up to a \$9.00 level, depending upon quality and spread.

Dry Sheepskins Strong

Wool sheep markets strong due to rising wool markets. At Australian auctions, reports from Sydney stated that of 37,000 skins offered, up to one inch went at one to two pence lower and all others one to three pence dearer. Melbourne, 50s and up were 5-10 pence, under 50s 4-7 pence, hoggets and lambskins 10-12 pence and others 4-10 pence higher. France reported operating and paying about 20% over previous purchases.

Good demand for Brazil cabrettas and bids of \$15 fob. said to have been refused for regulars. Late sales at \$15.50-16.00, basis manufacturers for regulars and \$18.50 for specials. Offerings of Cape gloves slowed up with last confirmed sales at 155 shillings. No offerings of Nigerians with good interest evident. Up to \$12.00 now being asked for Addis-abbeba butcher skins as against last sales at \$11.25. No late offers of Mochas or dry salted Sudans.

Goatskins Quiet

Situation remains comparatively quiet as tanners and sellers fail to agree on prices. Overseas markets strong but tanners well-stocked, can afford to wait.

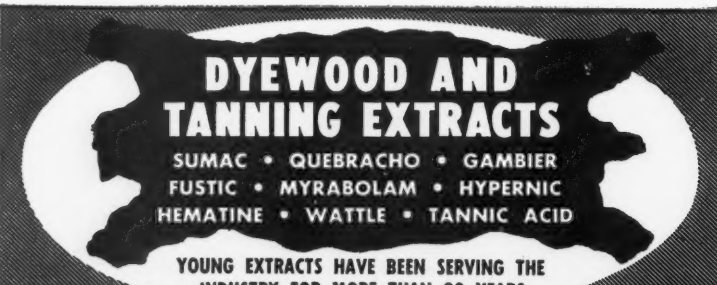
Last trading in Amritsars for shipment, 1200 lb., at \$11.75 per dozen c.&f. with shippers asking up to \$12.50. Southern India skins firm with 1.70/1.80 lb. Coconadas held at \$12.50 and Deccans same weight at \$13.00. Genuine Batis held at \$16.50, Bati types at \$15.50. Tanners have lower views. Berberahs stay at \$13.50-\$14.00 for 1.00/1.05 lbs. Mogadicos at \$13.50. No offerings reported of Addis-abbebas or Hodeidahs.

Deerskins Active

Brazil "jacks" active of late at 72c fob., basis importers, with some lots at premiums although most buyers' ideas, at the moment, seem to be top at the 72c fob. level. Shippers, while offering somewhat more liberally, have again advanced their ideas, talking from 74c fob. up.

Pigskins Pick Up

A little more trading. Manaos grey peccaries sold at \$2.40 fob. and blacks at \$2.30 fob., basis importers, while the greys alone sold at \$2.45 fob. Peruvian grey peccaries have sold on the basis of \$2.45 manufacturers. No offerings of Chaco carpinchos. Nominal market around \$3.00, basis manufacturers, while last sales wet salted capivaras at \$2.80, basis manufacturers.



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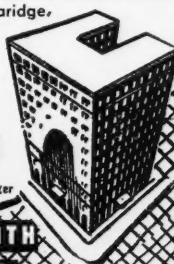
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SHOE SALES PROSPECTS

(Concluded from Page 9)

and boys' shoes haven't felt the effect of these changes yet, while misses' and children's have.

The production pattern during the first six months is a fairly dependable guide as to basic civilian requirements in the months ahead. Unless the economy becomes seriously disrupted or shoes become so scarce that the public cannot get the kind and quantity that it needs, it is a fairly safe assumption that any departure from the first six months' production pattern represents hoarding or dis-hoarding somewhere along the line, from distributors to the ultimate consumers.

Incomes Don't Move Shoes

Some people feel that with consumer incomes rising, there is a strong possibility of increased footwear buying. This view is based on the belief that consumers always try to push their expenditures for each thing that they buy up to a point where they would individually get more satisfaction from spending their money in some other way. Therefore, if incomes rise the "margin" should be extended all along the line, just like the economics textbooks say.

This may be sound economics, but it certainly is questionable if shoe buying by consumers works this way. It is difficult to buy 10¢ worth of additional shoes. Either you buy a pair or you don't. Under certain circumstances it may be possible for a consumer to vary the quality of his shoe purchases in accordance with changes in his income. If the shoe industry does get a larger share of the consumer's dollar in the months ahead, it will be principally because expanding incomes will result in some people buying higher priced shoes. Not many people will, because most people do not think of shoes separately from their apparel and other appurtenances. A person's standard of shoe satisfaction is part of his standard of living, a part of his way of life. To expect to see much of a change in the public's attitude towards a functional, utilitarian item like footwear completely ignores the organic relation that it has to everything else which goes to make up peoples' way of life.

There may be an "extra" pair sold occasionally that does not eventually get worn out, but I would not expect

to see any increase in these extra pairs just because consumer incomes will be swollen by increased military expenditures, at the same time that the production of hard goods such as automobiles, television sets, and refrigerators may be somewhat curtailed. If I am correct, people generally would rather save money than buy more shoes, and will want better ones only when they have better everything else to go with them.

I have stated the reasons briefly why I do not expect to see much change in the number of shoes used up and discarded annually (i.e. not necessarily "purchased" but, rather "consumed"). If higher labor and materials costs force shoe prices up, I would expect to see more spent for shoes, and I would not anticipate consumer price resistance unless shoe prices should get markedly out of line. People will buy what they need, but to the extent that they purchase larger quantities than they have been buying during the last two and a half years, I think it is fairly clear that they are anticipating needs, i.e., saving shoes instead of saving money.

I do not believe that this has taken place to any great extent as yet. July chain store sales of the larger chains, increased from 3 to 12 percent over July 1949, but a large part of the increase reported was undoubtedly accounted for by hosiery sales which are included with shoes. This suggests that shoe buying was not at all abnormal, for the same chains in July of last year reported decreases varying from 8 to 20 percent compared with July 1948.

No Shoe Controls

Let us look ahead and see what is likely to be in store for the shoe industry in the event that the tempo of the military program is stepped up, as it almost certainly will be.

I have talked with all the government officials, both military and civilian, that I know of who are at all concerned with shoes, and I have not found a single one who expects either price control or rationing of shoes at any time within the near future.

For the time being, all controls will be administered through the old line agencies, with those which the shoe industry is concerned with principally, being centered in the Commerce Department.

The Commerce Department will issue priority regulations, and will probably put out some kind of an

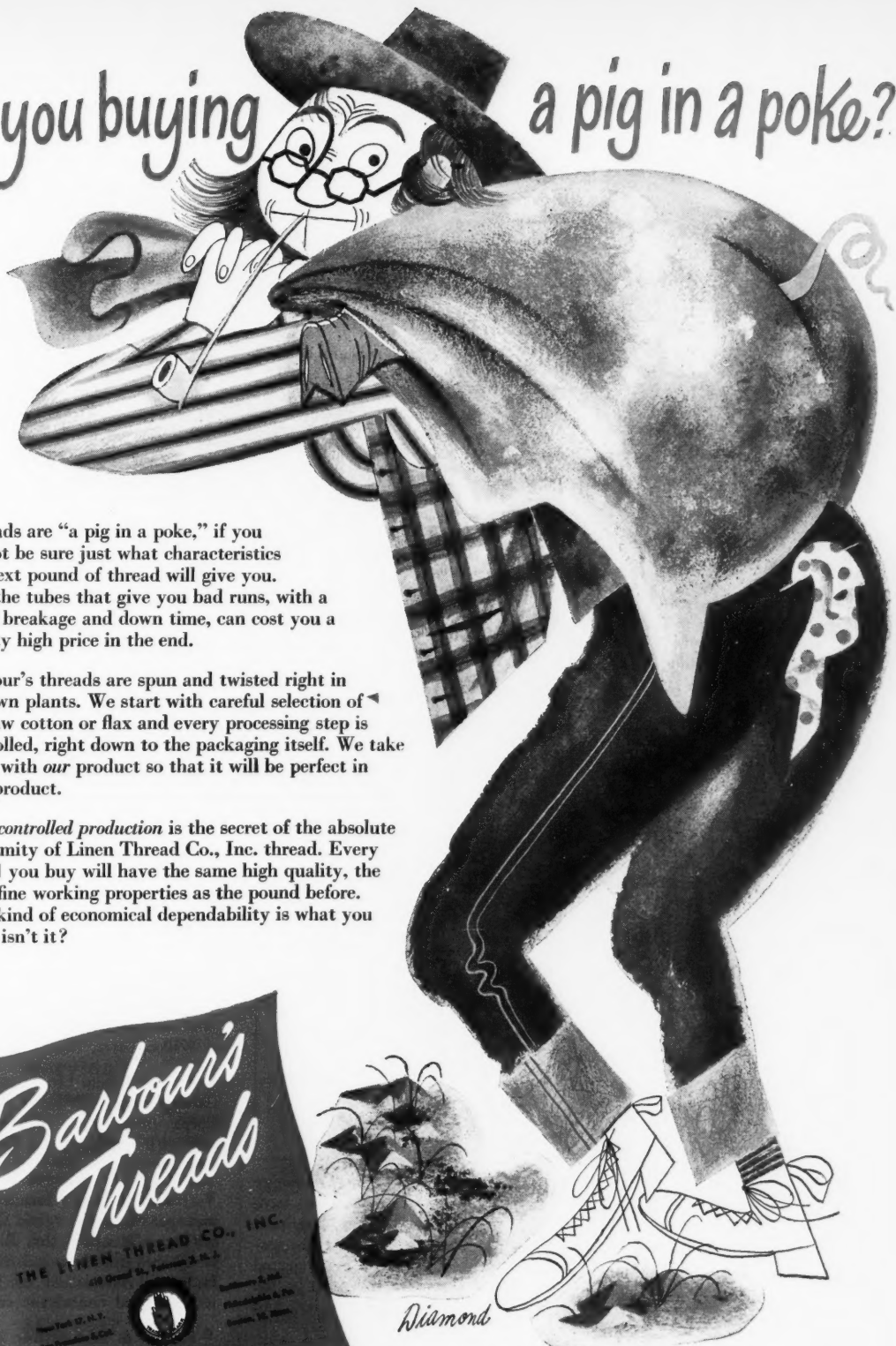
inventory control order, but it is not at all certain as yet that they will even cover hides, leathers or shoes.

When and if controls over prices and wages become necessary, a new independent agency will be established which will absorb and consolidate the control machinery now being set up in the old-time agencies. The National Security Resources Board, which was established in 1947 as a planning agency, was expected at one time to turn into an operating agency in the event of an all-out war. It now appears that its activities will be confined to planning for a military emergency, and perhaps to resolving conflicts between operating agencies.

The limitations of a simple priorities system will quickly show up if the going gets at all rough. Take the case of leather, for example. There are so many types and grades that as soon as military requirements become at all heavy, a control agency cannot let tanners make what they want to make and trust to a priority system to channel it to military ends. What good would upholstery leather be for army shoes? Copper and sugar and countless other things are all fairly uniform and it is unnecessary to specify what kind of copper or sugar a manufacturer can make. All that is necessary to tell him is that he must deliver it all to the people with the highest priorities. In any event, the point that I think we should not lose sight of is this: If we drift into an all-out war gradually, by the time we recognize the emergency the control agencies set up under the new law will probably be operating through force of necessity in a manner which should make it fairly easy to assimilate them into a new central control organization.



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News Quicks

About people and happenings coast to coast

Maine

• An unidentified shoe manufacturer has completed plans to open a new plant in the town of **Limerick**, according to industry sources. The shoe firm will soon set up shop in a vacant floor of the huge Limerick mill building and has asked the board of trade to help it find workers in surrounding communities.

Massachusetts

• **Pilgrim Plastic Leather Co.** has requested charter of incorporation to manufacture plastic leathers at 97 Rantoul St., Beverly. Principals include Simon F. Kunian, Robert J. Coburn and C. Henry Resnick.

• **Parker Leather Co.**, formerly of Merrimac, has leased space in the third floor of the former First National Bank building at 77 Washington St., Haverhill. C. R. Parker is owner and operator.

• **Lissak & Co.**, manufacturer of women's shoes at 53 Spark St., Brockton, has moved most of its productive facilities to New Bedford, where it will concentrate its manufacturing operations. The Brockton plant has not yet been closed and retains some 15 of its former 200 workers. Trade sources report the plant may be reopened for manufacturing if orders warrant.

• Reps. Arthur J. Sheehan, C. Gerald Lucey and John G. Asiaf of Brockton have filed bills in the Massachusetts House calling for creation of a special commission to investigate the Brockton leather and shoe industry. The bills call for a commission to determine "what changes in or additions to the law are necessary or advisable to prevent the removal from the Commonwealth of said industries."

New York

• **Monopol Leather Corp.** has filed articles of incorporation in New York State to manufacture and deal in leather goods and plastic materials. Capital shares are listed at 200 shares no par value. Principals are Isidore H. Levey, Alvin J. Sander and Lillian Rosenthal.

• **Vicmor Belt Co., Inc.**, has filed articles of incorporation in New York to manufacture and deal in leather goods at 38 Park Row, New York. Capital stock is listed at 200 shares no par value. Principals are Abraham J. Staub, Murray Nussbaum and Josephine C. Roth.

• New footwear manufacturing firms formed in New York are **Rose Original Shoes Corp.**, Brooklyn; **Rambling Ranch, Inc.**, Hempstead; **Leeds Shoes, Inc.**, New York; **Comfort Slipper and Shoe Corp.**, New York; **South Shore Shoes, Inc.**, New York; **Waverly Footwear, Inc.**, New York; **Standard Footwear, Inc.**, Mooers; and **Trans-World Shoe Corp.**, New York.

• **Samuel G. Staff** has been elected to the board of Long Island University College of Podiatry and the Foot Clinics of New York. He succeeds the late Dr. Edward L. Keyes.

DON'T MISS THESE Sept. 23 L and S Features

1. **Controlled Stitching**—Cost and quality problems in stitching all types of footwear can now be overcome by new techniques.

2. **Tanning With Sumac**, by Frederic L. Hilbert: Completing the short series on this important tanning material.

3. **New Developments**—A new shoe-flexing machine; an over-shoe adaptable to several heel heights; new techniques in chrome-tanning baths; and others.

• Creditors of **Everlite Footwear Corp.**, 899 Kent Ave., Brooklyn, have given the firm until Sept. 22 to raise sufficient funds for a satisfactory settlement offer. Creditors earlier rejected an offer of 15 percent payment on the basis of 7½ percent in 90 days and another 7½ percent in 120 days.

• Among recently-dissolved firms in New York area are **Riviera Shoes, Inc.**, Brooklyn; **Tusane Shoe Corp.**, Brooklyn; and **S. Naboischek, Inc.**,

Bronx. Tusane was a shoe wholesaler while the other two were both manufacturers and dealers.

• Involuntary petition of bankruptcy has been filed against **Foot Modes, Inc.**, at 103 Greene St., New York City. Liabilities are listed at \$28,385 and assets at \$30,193.

• Business of **Van Arden** at 38-01 35th St., Long Island City, is reported to have been purchased by Andrew Geller, Inc., of Brooklyn.

• **Charlsam Footwear Co.**, 65 Tiffany Place, Brooklyn, has offered creditors payment in full with continued operation or after liquidation. Debtor is reported to have \$248,000 in liabilities with book assets of \$140,000. A creditors committee has been named to study alternative plans.

• **Handy Merchandise Corp.** has been organized to deal in sheepskin and lambskin items at 737 Park Ave., New York. Edward B. Schulkind is principal.

• New members recently initiated into the New York Superintendents' and Foremen's Association are **Arthur Erickson**, cutting room foreman for Johnston & Murphy Shoe Co., Newark, N. J.; **William K. Sheridan**, superintendent at Johnston & Murphy; **Charles E. Smith**, a foreman at the same firm; **Irving Steinfeld**, pattern man at Triple Novelty Footwear Co., Inc., Maspeth, L. I.; and **Abe Rosen**, salesman for the Joe Salwen Paper Products Corp., New York.

• **David B. Morse** has been appointed New England sales representative for Lawrence B. Schiff & Co., New York shoe fabrics manufacturer.

• **Charles Levine**, New York playshoe and slipper manufacturing executive, has joined Diane Footwear, Inc., of Wilkes-Barre, Pa.

• Fitting room foreman **Charles Falco** is now with Del Ray Footwear Corp., Brooklyn. Falco was associated with Knight Slipper Co. for many years.

• **James Nolan**, formerly general manager of the Energetic Shoe branch of Dunn & McCarthy, Binghamton, has joined the National Shoe Manufacturers Association to serve in a technological consultant capacity.

• **The R & A Leather Finish Co.** will move to new and larger quarters in Brooklyn on or about Nov. 1. The firm will occupy more than double the present space to comply with ex-

panding production needs for their new products and finishes developed for the tanning industry.

- **The Sanford Tanning Co.**, a new firm, has opened at 528 Park Avenue, Brooklyn. The plant was formerly operated by the Moriarty Leather Corp., sheepskin tanners for the hat leather trade. The Sanford firm will tan sheepskins for the same trade, in addition to fancy leathers for the shoe and allied trades, plus skivers and splits. Owner is Fred Goliger, formerly of the Goliger Leather Co. of New York City. General manager is Frank Edrich.

Pennsylvania

- **Jack Pike**, formerly of International Shoe Co.'s Wood River Plant Number Two, an upper leather tannery, joins L. H. Lincoln & Sons, Inc., tanning materials firm, as of Oct. 1. Pike was formerly a purchasing agent at Wood River, and joins the Lincoln firm as midwestern sales representative.

- Several hundred prominent scientists, educators, industrialists and Army, Navy and government officials have been invited to attend a ceremony on Sept. 27 to mark the cornerstone laying for **Armstrong Cork Co.**'s new research laboratories at Lancaster. Dr. Vannevar Bush, president of the Carnegie Institute, will present the main address.

- **Joseph Lowy**, making and lasting room foreman, is reported to have left the Williamstown Shoe Co., Williamstown.

New Jersey

- **Ralph Josephs** has been appointed sales manager of Great Eastern Chemical Corp., Linden producer of synthetic resins and chemicals.

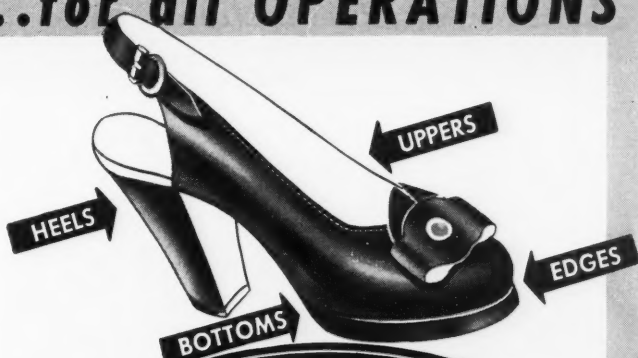
Maryland

- **Robert N. Bowen** has been appointed quality man at Dixon-Bartlett Co., Baltimore manufacturers of "Hill and Dale" women's shoes. Bowen was superintendent of Sons Shoe Co., Bonne Terre, Mo., for several years and more recently connected with Ward Shoe Co. at Bismarck. Bowen is selling his home in Bonne Terre, Mo., and moving East.

Missouri

- The **Brown Shoe Co.** factory at Ironton is reported nearing completion. The factory is scheduled to begin operations late this month.

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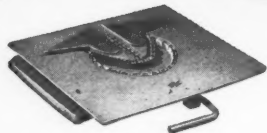
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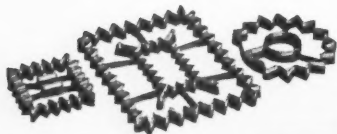
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WEDGIES**

• The town of Perryville has set apart a nine-block area in its business district to celebrate the 25th anniversary of the opening of **International Shoe Co.'s** factory there in Aug., 1925. A second International factory was opened there several years later.

• **James Peters**, retired after 31 years of service with International Shoe Co., was recently honored at a farewell dinner given by friends and associates at the company. Peters joined the firm in 1919 as a production worker at the St. Louis Glasgow Ave. plant, became foreman of the finishing and packing department at St. Clair six years later. In 1931, he was made foreman of the packing department at the Springfield plant and held this position until the time of his retirement.

• **Prince Gardner Co.**, manufacturer of billfolds and other leather goods, is negotiating with city officials of Morrison to set up a new plant. The proposed plant would employ up to 100 workers at the start.

• **Brown Shoe Co.** has completed an addition to its Potosi wood-heel finishing plant. The plant now employs 85 workers.

Michigan

• **Clyde C. Taylor** and **Sam Kane** have been named general co-chairmen for the Michigan Annual Shoe Fair to be held in Detroit Nov. 5-7. The Fair is sponsored by the Michigan Shoe Travelers Club.

New Hampshire

• The shoe manufacturing and other industries in **Manchester** will be represented by a permanent Industrial Council if present plans materialize. Under the plans, the non-paid Council will institute studies and projects aimed at helping the industries modernize, develop new markets, create additional employment and generally benefit themselves and their community.

• Two Greater Boston shoe manufacturing firms not yet identified are reported interested in locating at **Dover**, according to Charles H. Locke, executive secretary of the Dover Chamber of Commerce. Officials of the firms have inspected a Dover factory owned by Beckwith Shoe Co. which has been idle since removal of a J. F. McElwain Co. branch.

Florida

• Creditors of Phil Abrams trading as **Phillips Shoe Store**, Miami footwear wholesaler, have met to consider action in the firm's bankruptcy matter, it is reported.

Illinois

• An aerosol preparation of a powerful preparation for preventing mildewing in leathers and fabrics has been commercially developed and is being distributed by J. W. Johnson Co. of Bellwood. The chemical kills common molds that cause decay and stain.

California

• Assignee of **Van Cort, Inc.**, Los Angeles footwear manufacturer at 212 S. Spring St., has sold the corporation's inventory and fixed assets for \$7000 to Milton J. Wershow, it is reported. Van Cort, Inc., trades as California Patio Footwear Co.

Hold British Leather Weeks In Canada

Seven "British Leather Weeks," sponsored by the Leather, Footwear and Allied Industries Corp., Ltd., of Great Britain have been scheduled in Canada this year to promote export sales of footwear and other British-made leather goods.

"British Leather Weeks" have already been held in Victoria, Vancouver, Winnipeg, Toronto, Hamilton and London with others scheduled for Ottawa, Quebec, Edmonton, Calgary and Montreal.

The British Export Corp. is a non-trading, non-profit organization financed by a levy on purchases of all raw materials used in the hide and skin, leather and shoe industry. It is governed by a national committee of 81 representatives from the industry and its principal trade unions.

Last year, "British Leather Weeks" played an important role in sharply raising Canadian imports of British-made leather goods, which jumped 40 percent over 1943. From a pre-war total of \$558,898 in 1938, imports of manufactured British leather goods increased only to \$889,208 in 1948 before the Corporation began Canadian activities. Last year, imports soared to a value of \$1,310,606.

The leather weeks are held in cooperation with retail stores and shops in Canada which stage window displays of British leather goods. Successful campaigns have also been launched in Australia and Bermuda.

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FOR BETTER TEMPER

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**Always
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ONE POUND OR A CARLOAD

OUTLOOK FOR HIDES

(Concluded from Page 11)

year 1950. In other words, while the domestic slaughter of cattle and calves, especially calves, has been curtailed so far this year, there is nothing in the picture pointing to a continuation of such curtailment for any extended period. I do not mean by this that the next figures you see on cattle and calf slaughter will show gains over 1949. I am merely saying that the year ahead should show improvements in this slaughter sufficiently great to carry totals above the level of the past twelve months.

Last year there was an extremely sharp curtailment in the cow and heifer kill and a commensurate increase in the slaughter of steers. This obviously had a distinct effect on the supply picture which was notable for the imbalance between light and heavy hides. This condition has been changing and a more normal distribution has been emerging. The first signs of a change took place in April when the proportion of steers in the slaughter fell below the April 1949 position. This was the first such decline since October 1948. Since April this change in trend has been continuing each month. In June and

and heifers has admittedly been small so far since the changes I'm speaking of have only just begun. I believe that they are significant, however, as marking a turning point in the supply picture. In my opinion this trend will continue. (See Table I.)

Imports Uncertain

The foreign hide and skin side of the supply picture developed even better than had been expected during the first six months, although not better than we had hoped for. It might be a mistake and dangerous to interpret the first six months as an augury of the future. We cannot tell by how much the very conditions which were responsible for the increased movement of foreign supply to the United States have changed since Korea. If the change is really significant we may find in coming months our import situation reverting to the less fortunate condition of 1949 and 1948. In that respect we may have to acknowledge that increased demand by European countries and further restrictions by exporting nations might conceivably cut down shipments of hides and skins to this country. The facts are at least clear with respect to what happened and why in the first half of the year.

The Council has been saying, and

was certainly in dramatic contrast with last year's record with respect to both the increase in imports and the decrease in exports.

Other raw materials also arrived in substantial quantities during the first six months. Imports of pickled sheepskins, for example, totaled 10,510,000 pieces as compared with 4,416,000 in the first half of 1949. Goat and kid skin, cabretta, and horsehide imports also arrived in greater quantities.

These foreign additions to the supply picture certainly offset the decreases witnessed in the domestic supply and made it possible to meet the increased demand for leather by the shoe and other leather consuming industries.

I hope you don't get the idea that world supplies of hides and skins are so enormous that all we have to do is open our arms to have them come rushing in. The increased supply secured by the United States this year represents those hides and skins that some other country or countries for one reason or another couldn't get. In other words, we, the United States, bought them away from others either because former buyers couldn't afford them or had sufficiently filled up their pipe lines so as not to need as many as previously at going prices. Another factor was undoubtedly a strong preference for U. S. dollars to other currencies or barter goods.

In any event, the extent to which the leather industry imports an augmenting supply of hides and skins is determined basically by the extent of the demand for leather at a price required to buy these supplies profitably. Whether the import level continues as high as it has been recently, therefore, will depend not upon the tanning industry but to a considerable extent upon the manufacturers of leather products and upon the final consumers, the public.

Table I

	Imports 1st half		Exports 1st half		Net Imports 1st half	
(000 pieces)	1950	1949	1950	1949	1950	1949
Cattle Hides	1,225	550	185	597	1,040	— 47
Calf and Kip	1,220	364	203	617	1,017	—253

July another change took place with a gain in the proportion of heifers, the first such increases in more than a year. These changes have been instrumental in altering the supply picture to the extent that fewer steers and slightly more cow and heifer hides have been moving into sight than in 1949. The increase in cows

I believe I made this statement here last spring, that there were straws in the wind pointing toward the freeing of international supplies and possibilities of larger imports. Some of the straws which appeared on the horizon then, turned into sizeable trees when they landed.

The record for the first six months

the **INSIDE** story of all good shoes

GEILICH LEATHER CO., TAUNTON, MASS.

GEILICH
LINING LEATHERS

NEW IDEAS

(Concluded from Page 17)

tion becomes obvious through disclosure of a preceding awl, a presser-foot, and a hammer to pound down the stitches after the needle has deposited the loop.

The ingenious part lies in the use not of a stitch but of a loop of thread, wax coated, forced into the awl opening and subsequently closed immediately after the stitch cycle. The whole mechanism is tuned to tuck the loop of thread neatly into the awl hole. Then, after the hammer has descended with its blow, the effect is a stitched-on rib as securely fastened as if stitched through and through the insole.

Figure 5 indicates how this adapted Eno process may be used in conjunction with the modern Economy insole.

Figure 6 reveals an end to the problem of disposing of puckered material caused in turning the toe, no place for it to go. Here the awl action and the hammer apportion and flatten the material as neatly as a modern toe-lasting machine equally divides the stock.

Figure 7 is the same as the foregoing save that thread is used.

Inventor: Andrew R. Ridderstrom, Nahant, Mass.



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TRAINING PROFITABLE

(Continued from Page 15)

and imagination, to learn about the fundamentals of the economics of production and distribution, to improve his ability to plan, to develop greater ability in the techniques of managing and directing others, and to be initiated more into the mysteries of getting along with others.

Training foremen is not so much a matter of training foremen in the fundamentals of their jobs, as it is in developing personalities to the point where they will accept responsibility and assume leadership.

An industrial executive inquires, "What can a supervisory development program do for my foremen?" Assuming that he has a staff of well-adjusted supervisors who are willing to acknowledge their shortcomings and desire for improvement, and assuming that for its duration the program will have the complete and unqualified support of all members of the top management team, and assuming finally a controlled type of training session, the following may

not unreasonably be expected to be the direct and tangible results:

Supervisors will develop a keener insight into and concept of their multiple functions and responsibilities.

Lowered cost of production through improved job methods, and employment of modern techniques for handling men, materials and machinery.

A measurable increase in quantity and marked improvement in quality of production, by reason of acquired knowledge of the motivating elements in humans.

Improved team spirit by reason of company interest in the well-being of its supervisors, and in affording them the opportunity to develop intellect and reasoning ability.

Stimulation of the desire for further improvement.

Test At Tannery

During the past winter, one of the largest upper leather tanneries in the midwest area promoted a Supervisory Development Program in order to increase the effectiveness of its already skilled and well-oriented supervisory

staff. The program was specifically designed to assist the foremen to solve problems involved in managing employees, by utilizing the great fund of accumulated knowledge and experience possessed by the group.

The general objectives of the program were several in number, and included the attainment of a closer spirit of helpfulness and understanding among supervisors and various levels of supervision, and improved good will throughout the working force; to give each foreman a new and more detailed viewpoint of the multiple duties of supervision; and to emphasize the imperative need for a more human and sincere approach in dealing with individual workers.

There are two acknowledged methods of conducting supervisory development programs—the lecture and the conference method. Each method has its place, but because the conference method stimulates the conferees to think and participate, it has been adopted generally, and was used in preference to the lecture method which merely requires attendees to sit and listen.

However, the total measure of success of the conference method lies

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THIELE TANNING COMPANY

in the amount of control exercised by the conference leader as a stimulator, director and organizer of group thinking. It was observable that the opportunity presented to the foremen to contribute their own ideas on a variety of supervisory problems, developed a sense of participation in the operation of the organization, and brought forward ideas that might never have seen the light of day otherwise.

Subjects Covered

Two sessions per month were conducted on company time in a spacious and comfortable conference room, and the sessions covered the following subjects:

- Traits of a Good Foreman
- A Foreman's Responsibilities
- Giving Orders
- The Various Methods of Giving an Order
- Negligent Performance of the Work
- How to Handle Human Relations Problems (2)
- Securing Cooperation
- Satisfying the Needs of Workers
- Analyzing Your Performance on the Job
- Handling Men
- A Broader View of Your Job as a Foreman
- How to Build for the Future

The comments of the conferees at the concluding session of the program when an evaluation of results achieved was sought, included such observations as, "I now plan things out a little better"; "I have developed a better method of handling people"; "It has given me a better concept of company policy"; "The program has made me more conscious of the need for cooperation"; "I have learned that a foreman's job is a bigger thing than a mere job"; "I am giving and getting better cooperation"; "These sessions have helped me to understand my own shortcomings"; "I do not jump to conclusions so readily"; "These sessions have helped me to understand my obligations as a foreman—given me a broader concept of them."

There is no practical limit to the variety of subjects or topics that can be provided for a supervisor's development to whatever degree is required or necessary. For example, with regard to production a number of sessions on waste, time and motion study, job evaluation, methods engineering, planning and scheduling, job simplification, though not designed to make a skilled engineer of a foreman, can give a supervisor a speaking acquaintance with matters that are of importance to foremen but

which all too often are surrounded with an aura of mystery that remains unpierced.

In the field of personnel and human relations lies the greatest imminent need, and after development of the basics of supervision, sessions should follow in logical sequence of security as related to job satisfaction, morale and attitudes, applied psychology, developing subordinates, employee relationships, public relations, absenteeism, judging men, maintaining discipline, and securing effective cooperation.

It is abundantly clear that a well-trained foreman not only can assist in reducing labor turnover, absenteeism and production costs, but can help workers to achieve interest in and satisfaction with their jobs. The shoe and leather industry is neglecting a very potent force in failing to enlist its foremen on the true management side through training. Foremen want to identify themselves with the worthwhile aspirations of their companies, and they realize the need for developing better employee relations, but they must be furnished with the proper tools and guidance in connection with their proper use before they can do anything about improving the economic welfare of the shoe and leather industry.

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129-131 PULASKI STREET

NEWARK 5, N. J.

NEW DEVELOPMENTS

(Continued from Page 19)

corresponding raised section of the shank. These two types are used in different kinds of shoes, Figure 1 for women's shoes and Figure 2 for men's shoes. The advantage of the V split in the men's makes possible a yielding to conform with the more vigorous bending and exercising of the foot, also accommodating wider shoes.

This reinforcing piece made of quality steel is placed just beneath the shank piece, extending to just beyond the break of the ball line to almost the breast line of the heel. This piece may be cemented into position or tacked, after which the sole is laid, so keeping the shank and reinforcing piece in permanent alignment. Of course, the attaching of the sole tautens the reinforcing spring against the shank piece but also tends to maintain the shank of the shoe in constant shapeliness.

Source: Pat. No. 2,442,007; N. H. Johnson, Brookline, Mass.

ROCKER SHOE CONSTRUCTION

The construction of this shoe embodies an insole, a specially shaped outsole, a flat shank piece, a heel wedge, and a flat-lasted upper. The exception to conventional flat-lasting appears in lasting the back stay end in flat-lasted manner over the heel wedge, and not over the insole.



The insole is almost flat from heel end to ball line, save for a slightly upward curvature making for a high point in the center of this length. This upward curve opposes the opposite curvature of the outsole by lending needed foot support in the long arch area. Obviously, it would not do to have the insole sag in order to correspond to the curvature of the outsole. Yet the shank piece is quite straight, with no resemblance to a conventional shank piece shape.

Apparently the outsole material must be rigid, strong enough at least not to collapse into the shank opening. Most apparent is that this construction does not permit any flexing of the shoe, especially at the ball line.

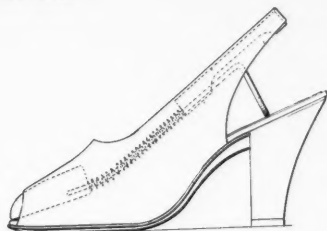
The bottom curve of this shoe com-

compares to the action of a cartwheel, in segment form; that is, the curve of the bottom from the back to the ball compares to the time of bending the knee in walking. Here the bottom curvature increases to complete the segment of the circle.

Source: Pat. No. 2,435,976; Eugene L. Monagin, Uvalde, Tex.

SHOE TREE FOR SLINGBACKS

In construction, this shoe tree has the usual shaped end to fit into the toe, but to this a heavy wire is fitted into either side of this toe piece, the ends of a looped wire as shown. In the bending of the looped end there follows a second bend at right angles that goes downwards and so elevates the tree.



Just before the looped end goes downwards, each side of the wire passes through a kind of block that also sustains the tree in position. For additional support this block serves as a part of a fibre kind of plate that fills the entire cavity of the heel strap.

The next feature stresses the use of springs as illustrated. These springs, in conjunction with the easy sliding of the rods within the block, allow the tree to fit almost any sized shoe.

Source: Pat. No. 2,478,965; L. Feldworth, Santa Monica, Cal.

VINYL WELTING

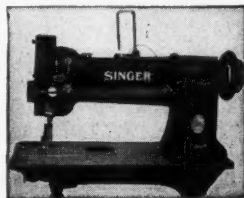
Known as Brawelt, a new vinyl welting consists of a double-folded cotton fabric base which is coated with vinyl. The vinyl it absorbs, integrating with the fabric to form a welting that is waterproof, won't crack, and retains flexibility under very low or high temperatures.

This welting, according to the manufacturer, has met severe wear tests. The welting is applied in a single operation, resulting in time and cost savings. It is being used on both men's and women's shoes for welting and trim purposes alike. The welting comes in a complete choice of single colors, and in combinations of up to four colors. The manufacturer states that a 5-to-10 cents per pair saving may be realized.

Source: Braided Products Co., 18 Taunton Ave., East Providence, R. I.

SHOE, SLIPPER, RUBBER FOOTWEAR MACHINERY

• COMPO • McKAY • WELT processes



REBUILT

with

ENGINEERED PRECISION
for Superior Service

Substantial Savings

Inquire Dept. LS

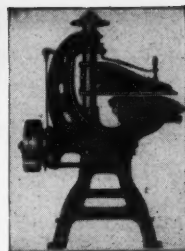
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**WIDE
ASSORTMENT**
Always
Available
for
**IMMEDIATE
SHIPMENT**
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Watkins 9-3200

M. ITZKOWITZ & SONS, INC.
Established 1899

40 West 25th Street • New York 10, N. Y.
Cable: MACHSEWING - NEW YORK

Renowned half a century for integrity
and cooperative spirit



HALEY CATE COMPANY, INC.

EVERETT, MASS.

ST. LOUIS, MO.

SOFTOP

Binding

DELUXE

Adhesive
Piping

EUREKA

Platform
Binding

Jerry Burg, 402 Temple Bar Bldg., Cincinnati, Ohio
Roy Doane, 726 Humphrey St., Swampscott, Massachusetts
John G. Freeman Co., 918 North Fourth St., Milwaukee, Wisc.
John E. Graham, 504 Case Bldg., 82 St. Paul St., Rochester, N. Y.
Industrial Leathers, San Francisco and Los Angeles, California
Odell Sales Limited, 920 Ste-Sophie Lane, Montreal, Quebec, Canada
Fred Schenkenberg Co., 603 Wholesale Merchants Bldg., Dallas, Texas
EXPORT: P. C. Fernandez & Cia., 50 Broad Street, Boston, Massachusetts

STRIPPINGS

BINDINGS

PIPINGS

Use L&S WANT ADS

for new positions

**They get results—
only \$1.00 per inch
for situations wanted**

Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Brazilian Leathers

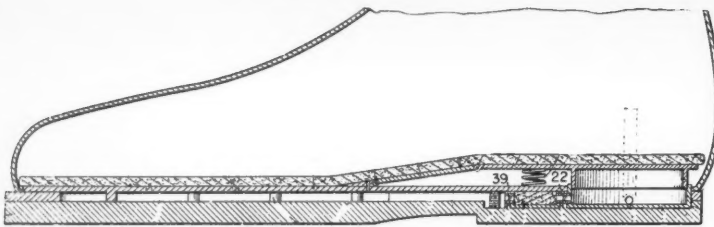
Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil

HEATED INSOLE



The idea of a heated insole to keep the foot warm is illustrated here in a unique and efficient construction that depends on an opening in the heel part of the shoe to permit of an air pump with intake and exhaust valves. In this construction there are two

intake valves and one exhaust valve.

A spring is employed to keep the plunger of the air pump at its highest point always ready for action, the downward action of the heel in the normal act of walking.

The air leaves the pump to enter a

saturated felt, shown, in turn impregnated with a vaporizable fluid such as alcohol vapor. From time to time, the felt has to be saturated by injecting more fluid through an opening and tube accessible from the outside of the shoe.

The air so heated goes to the insole under the foot. In place of a middle sole or cork filling, a bridge-supported compartment is built into the forepart of the shoe, usually the area between the insole ribs of a Goodyear and an equivalent space in any other construction.

Added to the construction is a steel blade-like plate that extends the entire length from toe to heel seat and covers all the valves and parts of the construction. The degree of heat required may be governed by the efficiency of the pump, the amount of absorption in the felt saturated with the solution, the number of openings from the steel plate cover whose openings in turn contact the foot.

Source: Joseph A. Thompson, Jr., Oklahoma City, Okla.; Pat. No. 2,442,026.

EQUIPMENT CLEANER

This metal "sponge" is used to clean, scour or polish any type of metal equipment or machinery. It is made of a continuous ribbon of curled Monel, is soft and flexible to handle yet resists hard wear. It



also resists rust and corrosion, will not mar surfaces on which it is used, and will not splinter or injure the hands. It can be stretched and washed innumerable times.

Source: Kleenette Mfg. Co., 1269 W. North Ave., Chicago 22.

RICHARD YOUNG COMPANY

INTRODUCES A NEW LINE OF SIDE LEATHERS
IN ALL POPULAR COLORS

RYCO CHIEFTAN SIDES

Mellow/tight, Full Grain

For Unlined Casual and Loafer Type Shoes

COLORS: Mapletan, Cedartan, Cherrytone, Redwood

RYCOLYN SIDES

A Top Quality, Chrome Retan Aniline

CORRECTED ELK SIDES

Natural Back

For Unlined Shoes

★ ★ ★ ★ ★

FULL GRAIN NATURAL BELT and STRAP LEATHERS

6 to 7 oz.

3 to 3½ oz.

Men's Fine Belts, Wrist Straps and Decorative uses.

54 SOUTH STREET, BOSTON 11, MASSACHUSETTS

New York Milwaukee Chicago Los Angeles
Cincinnati San Francisco St. Louis

Investigate "CONTROLLED STITCHING"

Perfect work at higher speed and lower cost. Good stitchers become better; poor stitchers become good. Results absolutely guaranteed.

AJAX MACHINE COMPANY

170 Summer Street
Boston 10, Mass.
Tel. Liberty 2-8684

Use L&S WANT ADS

for quick turnover of odd
lots of leather and materials

**They get results—
only \$2.50 per inch**

Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

CLASSIFIED ADVERTISING

Wanted and For Sale

Agents Wanted

AGENTS WANTED for a line of leather and composition counters, children's and slipper leather outsoles, upfits, leather wedges, and toplitts of all descriptions. For upstate New York, Metropolitan New York, Pennsylvania, Oregon, and Washington. Straight commission basis. Give experience and references. Address G-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Factory

DUE TO DEATH in the family, the owner seeks to sell leather factory or wishes to sell half interest to an active partner. Location in New York City area.

Address H-5
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Buffing Machine

WANTED: Turner Buffing Machine with 12 inch buffing cylinder.

Address J-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and Cut Squares.

Plain and Cellophane Packed
Lowest Prices—Prompt Delivery
WOODACRE CHAMOIS CO., LTD.,
Leather Dressers
DARWIN-LANCS-ENGLAND

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St. Chicago 6

Splitting Machine

WANTED: One 57" American Tool Splitting Machine.

Address J-8,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Sheridan Press

WANTED: Hydraulic Embossing Press Sheridan #17 or similar model, size 56 x 24".

Address J-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Supt. Counter Factory

WANTED: Supt. Counter Factory. Man who understands how to make sole leather and fibre counters. Must be a good trainer of help and understand how to set up counter machinery. Give age, experience, and references. Address G-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Belt Maker

BELT MAKER, Middle-aged, Experienced, All-around leather work in small shop.

Write to A. B. Pursley,
Western Belting & Mechanicals, Inc.,
3525 Emery Street,
Los Angeles 23, California

Salesman

EXPERIENCED SALESMAN calling on New England manufacturers wishes to relocate with progressive allied concern: Upper leather, rubber bottoms, or findings preferred. Address J-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes

CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

WE OFFER FOR SALE

5,000 Double strap shoulders, A&B selections, 7 to 8 oz. Sanded on grain with buffed flesh. Regular line. Save 7 to 10c per foot.

25,000 ft. Black suede kid for women's shoes made in Mexico, C selection.

25,000 ft. Natural color bark splits suitable for non slips and for light slipper soles.

25,000 ft. of top selection heavy and medium Natural color sole splits. Also 50,000 ft. of same splits in medium weights at lower price. Good values.

10,000 ft. of Bark splits suitable for holster trade, stretched and tacked out by the foot. 2½ to 3¼ oz. in double butts. Also available in 4 to 8 oz.

75,000 lbs. of Double butts in bark splits, rough not tacked out by the pound, in assorted weights to suit buyer.

250,000 ft. of Top Grain Pigskins in crust. Will finish to suit buyer in any color and reprint in any grain. Exceptionally good value. Also have them in Pig Splits in crust. Can also refinish.

150,000 ft. of Chrome choice Butt Splits in grey, sanded.

100,000 ft. of Chrome choice Butt Splits in grey, unsanded.

50,000 ft. of Black Suede Shoe Splits.

25,000 Black Rubber Slabs, 9-10-12 irons, not corded.

Oak Bellies and Shoulders from imported sole leather.

100,000 ft. grey Chrome Unfinished Sheepskins. Good selection.

Velvet Sole Leather Shoulders, Bends, Bellies, Strips, in all irons from 4 to 7 irons, Chrome Velvet Tannage.

Flexible Innersole Splits, finest and best tannage, with high class finish in Bends and Shoulders. All weights and selections.

One million ft. of various grades and lots of splits.

Send us your inquiries. We have hundreds of additional items and may have just what you are looking for.

We are Tanners, Finishers, Importers, and Jobbers — Established since 1885.

MORRIS FELDSTEIN & SON, INC. 85 GOLD ST. NEW YORK 7, N. Y.

TANNING MILLS FOR SALE!

8 FT. DIAMETER WITH 5 FT. STAVES AND 8 FT. DIAMETER WITH 4' 8" STAVES

Complete with shafts, hangars, roller bearings, and clutches. Gear, chain, and belt driven. These mills are in perfect condition and ready for use. Would cost \$2,200 each new. Will sacrifice for quick sale.

PHONE, WRITE
OR WIRE
2675 W. GRAND AVE.

GENERAL TRADERS, INC.

PHONE ARMITAGE 6-8050

IMMEDIATE
DELIVERY
CHICAGO 12, ILL.

Coming Events

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council. Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention. National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting. Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show. Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Deaths

Joseph R. Weyland

... 61, *tanners' agent* in St. Louis for many years, died Aug. 11 in Deaconess Hospital, St. Louis, after a long illness. Weyland was originally from Cincinnati but came to St. Louis years ago. He leaves his brother, John, and a sister, Susie. Burial was in Cincinnati.

John A. Potts

... 62, *tannery superintendent*, died suddenly at his home in Luray, Va., on Sept. 4. He had been suffering from a heart ailment for some time. Potts was superintendent of the Virginia Oak Tannery at Luray for the past year. Previously, he was superintendent of the former Pine Grove Tanning Co. at Pine Grove, Pa. He leaves his wife and daughter, both of Pine Grove.

Harry B. Simmons

... retired shoe superintendent, died recently in Nantucket, Mass., after an extended illness. Simmons, a native of Nantucket, had worked as superintendent in Lynn, Mass., shoe factories until ill health forced his retirement a year ago. He leaves his wife, Hazel; a sister, Mrs. Chester T. Young; two brothers, Elmer and Lester; a daughter, and several nieces and nephews.

C. Fred Johnson

... 95, *shoe manufacturer*, died Sept. 9 at Wilson Memorial Hospital, Johnson City, N. Y. He had been in failing health for almost a year. One of the men who helped build the Endicott-Johnson Corp., he was a brother of the late George F. Johnson, founder of the great corporation and the father of Charles F. Johnson, Jr., the firm's president.

Advertisers Index

Acme Leather Co.	40
Ajax Machine Co.	48
Amalgamated Leather Cos., The	50
American Extract Co.	35
American Thread Co.	16
Arkansas Co., Inc.	35
Armstrong Cork Co.	13
Barbour Welting Co.	32
Blackhawk Tanners	30
Brown Co.	7
Calgon, Inc.	10
Chemical Services Corp.	49
Claridge Hotel	35
Commercial Controls Corp.	28
Crompton-Richmond Co., Inc.	29
Davis Box Toe Co., Inc.	8
Davis Leather, Inc.	25
Eastern Tanneries, Ltd.	43
Feldstein, Morris	49
Gallun, A. F. & Sons, Corp.	2
Gartenberg, H., & Co.	41
Gebhardt, A. L.	31
Geilich Leather Co.	42
General Traders	49
Gilbert & Co., Inc.	35
Goodrich, B. F., Chemical Co.	5
Greenebaum, J., Tanning Co.	45
Hadley Bros.-Uhl Co.	39
Haley Cate Co., Inc.	47
Horween Leather Co.	43
Independent Die & Supply Co.	40
Itzkowitz, M., & Sons, Inc.	47
Lincoln, L. H., & Sons, Inc.	33
Linen Thread Co., The	37
Lynn Innersole Co.	40
Milender, W., & Sons	46
Ohio Leather Co., The	31
Pero & Daniels, Inc.	Front Cover
Pitts, R. S., Mfg. Co.	43
Rees', Hans Sons	46
Ross, A. H., & Sons Co.	30
Rotary Machine Co.	39
Rueping, Fred, Lea. Co.	51
Safety Box Toe Co.	3
Schiff, Lawrence, Silk Mills	36
Schlossinger & Cia, Ltd.	47
Standard Emboss. Plate Mfg. Co.	46
Taylor, Thomas & Sons	Back Cover
Thiele Tanning Co.	44
United Shoe Machinery Corp., 18, 26 and 27	
United Stay Co., Inc.	44
Winslow Bros. & Smith Co.	45
Young, J. S., Co.	34
Young, Richard, Co.	48



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE

40
48
50
35
16
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2
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PÁWNEE

C H E R R Y W O O D

**COLOR
NO. 302**



Lending added distinction to the master shoemaking featured in Etonic "All-Weather" Shoes is Rueping's PÁWNEE. It's a handsome leather with a deep, lustrous finish . . . offered in a complete range of beautiful colors.



ETONIC *All-Weather*
SHOES

**CHARLES A. EATON COMPANY
BROCKTON, MASS.**

STYLE NO. 3700

R U E P I N G

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U.S.A.

ANY SHOE IS A BETTER SHOE WHEN IT IS

Shugor FITTED

The fitting of any shoe is improved, both as to comfort and appearance, by SHUGOR. There are numberless ways SHUGOR can be used at strategic points to accomplish its purpose of comfortable fit in repose, comfortable fit in action, and lasting smart appearance in harmony with the design of the shoe. Only SHUGOR has the patented reinforced-edge construction, protected by U. S. Pat. 2,097,810. Be sure the shoe going you use is SHUGOR — used by leading shoe manufacturers for more than 85 years.



Reinforced Edge



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THOMAS TAYLOR & SONS

HUDSON, MASS.

